

# THE ROTARIAN

Chesley R. Perry, Managing Editor

Vol. VI

JANUARY, 1915

No. 1

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## A Hand-Clasp for the New Year from International President Mulholland

**I**T IS a rare privilege to have an opportunity to greet my fellow Rotarians in this, the Yule-tide season. This is a time for new leaves to be turned over, new resolutions formed, and new life begun.

If we only stopped to consider, we would know that every day is a new leaf, a beginning again, an opportunity. But we are so accustomed to "resolve" for the new year, and as its dawn is discernible in the east, this is a day to begin to live. It is the smile season anyway, and one who has not learned to smile has failed to live. It is a good resolution that you "will smile awhile, for while you smile another smiles, and soon there are miles and miles of smiles, and life is worth while because you smile."

This will be a great year for you and me, if we learn to smile, live, laugh and love. If we carry sunshine and good cheer throughout all the days, the whole year will be a Yule-tide season. Thus we will never grow old, and as time goes on we can gather only beautiful and fragrant flowers from the fields of memory, for:

"Kind hearts are the garden,  
Kind thoughts are the roots,  
Kind words are the blossoms,  
Kind deeds are the fruits."

No one of us can tell what the new year holds in store. Our past experience guarantees that there will be sunny days and dark days, pleasures and pains, successes and failures, and it is well to know that:

"It is easy enough to be pleasant,  
When life flows on like a song,  
But the man worth while  
Is the man with a smile,  
When everything goes dead wrong.

"The test of the heart is trouble  
And it always comes with years,  
But the man who is worth  
All the praises of earth,  
Is the man who smiles through tears."

Rotary is the brightest inspiration that has reached the business world. It has an individual message as well as a social message. It relates itself to your present, supreme interest. It will help you to smile, live, laugh and love. There are Rotarians who have not yet received the message, but Rotary measures a man by his capacity, rather than by his history. We will not criticize such of our fellows, but will rather analyze them, as it is not only more scientific, but will show us the way to exemplify Rotary by assisting them to increase their capacity.

So, my fellows, here's a smile, a thought, a hand clasp and a sincere New Year's Greeting, with the hope that this year may be your best year, that you will smile, live, laugh, love and thus make life worth while, and bring all blessings that life can hold.

Rotarily yours,

Toledo, January 1, 1915.

Frank L. Mulholland.



# THE ROTARIAN

Official Organ of the International Association of Rotary Clubs

Vol. VI

JANUARY, 1915

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## GOOD-BYE 1914—WELCOME 1915

NEW YEAR'S EVE will come and the Editor will probably be sitting in his office looking out over the scintillating lights of a great city. Faintly will come to his ears, rising above the rush and roar of trolley cars and elevated trains, the tooting of horns by the merry-making crowd who throng the streets. Off in the distance, through Skyscraper canyon, he will see the lights of a single boat bobbing up and down on the black expanse of Lake Michigan—cold and wind-swept Northern Sea.

How easy for him to travel in thoughts far away from the now famous metropolis where Rotary was born a decade ago. Retrospectively his mind must journey back to things of a year ago. Has Rotary grown in twelve months as might have been expected? In one way yes—in another way no. Only one new club in Great Britain, and only three in Canada, but in the United States nearly two score more clubs have joined the circle. What might not have been the harvest had not Mars strutted to the centre of the stage when the year was scarce half gone! And now, shall there be vain regret because many clubs were not established in France and Germany and Austria—no, indeed. Let us be satisfied that before extending further we have had this opportunity to take stock of this thing we call Rotary and make some start towards the development of a philosophy, a reasonable accounting for our existence and our evident desire to spread and multiply. 1914 will be historic as the year when there was first held a "round table," or discussion on *the philosophy of Rotary*. Today with an International committee upon the subject headed by Glenn C. Mead, and with a local committee upon the same subject in every Rotary club, and with a program of topics for discussion month by month in each club, we are working towards the accomplishment of something worth while.

When the Sons of Service gather at the Golden Gate in the middle of the coming year the paramount question will not be Who is going to be elected to office?—nor Shall we amend our constitution?—nor Which is the quickest way to get to the exposition grounds?—no, the paramount and immediate question will be When is the committee on philosophy and education going to report? There will be no one who will want to miss that report and when President Mulholland calls Past President Mead to the platform to report as chairman of the committee on philosophy and education, not even the famous pin will be heard to drop but eagerly the thousands will hush every sound for that which they are about to hear will be the answer to the question which so many have asked again and again—What is Rotary?

Nineteen Fourteen, you're an old, old man, Tonight we drop the pilot. You must surrender the helmsman's wheel but all the time that you have been on watch you have held Rotary straight and true to its course. See the youngster approaches as eager to grasp the wheel as you are reluctant to surrender it. Welcome Nineteen Fifteen, you look good

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to us. We are ready to put our trust in you. Every man is at his post. We are anxious to go forward. With the world as it is, there is no time to be lost. Give the signal, Nineteen Fifteen, Full Steam Ahead for Rotary!—C. R. P.

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### FORWARD! MARCH—A NEW YEAR'S RESOLUTION.

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**T**HE shadow of the departing year lies like a mist across the threshold of the new—Time with his scythe is stalking across the stage as the curtain falls. The New Year comes bounding in—young, lusty and bold.

Youth the Spendthrift and Age the Miser must now take inventory of wasted days for another year has passed with its sunlight and its shadows. The old oaths have again been sworn—resolutions have been made in all sincerity only to be broken with human frailty and human regularity. But the strong will step out and march onward and upward—the weak will loiter and fall.

Within the tiny acorn is sleeping the giant tree—a great soul beats within your own breast for liberation; the new day is born—the new year is bathed in the light of truth and life is fresh and fair and sweet. So up with the new day—begin the New Year rightly. Already the sun is topping the distant heights and the world's drummer boys are beating a Forward! March!—F. L. Brittain.

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### GREATER ROTARY AS SEEN BY ROTARIAN SKEEL.

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**N**O SINGLE contribution to the literature of Rotary has ever aroused the personal interest of the members as has the article on "Greater Rotary" by Rotarian E. L. Skeel of Seattle which was printed in the December issue of this magazine.

From a condition in which its members thought lightly of their responsibilities and more of their pleasures and profits from fellowship in the Rotary club, there has developed a tremendous intellectual and spiritual development of the membership of the Rotary clubs with the result that the Rotary club as an institution today stands for the highest ideals of service and the most practical and helpful manifestations of that spirit.

In considering the suggestion that the unique basis of membership in the Rotary club should be succeeded by some other basis of membership we must at once put out of the question any such element as that of the membership being limited to one man in a line for the purpose of enabling that man to get business out of the club. Rotary has outgrown any such crude idea. If there were no other reason for the present basis of membership, there could be no defence of it.

It probably is not within the province of the editor of this magazine to discuss the merits or demerits of one plan or another plan of membership. The columns of THE ROTARIAN are open, however, to any member who wishes to express an opinion upon this matter but to all I would suggest the advantage of looking at the question of maintaining or abandoning the present limited form of membership from the standpoint of the other benefits which accrue to the club from such limitation of membership.—C. R. P.

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### A GENERAL ROTARY POLICY.

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**I**F ROTARY means anything it means the promotion of acquaintance, the recognition of the personality of the individual, the development of the responsibility of each person and an awakening of a recognition of his worthiness and the value of his service to society.

One evening in September last it was the writer's privilege to sit in a little impromptu round-table of Detroit Rotarians. Then it was that "Lon" Ewing, the earnest, thoughtful president of the Rotary Club of Detroit, in an off-hand manner told how as manager of the Detroit City Gas Company he had placed a nameplate on the desk of every

person employed in their offices. Even the stenographers and typists, errand and office boys, each had her or his name on his desk or table. "Here you" and "Say you" were discharged in a twinkling of an eye. Real, live, breathing, feeling human beings are the only people that now work for Lon's company and he went on to outline some other places where this plan could be put into operation. For example, take the street cars. Somewhere on the rear of the car where the conductor stands, or in the front if it is a *paye*, a frame could be placed which would hold a card or name plate. Each conductor would have his name on a card or plate and when he took the car for his trip with it he could slip his name into the holder and then hold up his head with pride in the fact that the public would know who was in charge of that car on that trip.

At once I thought of the "clerk on duty" plates now so common at all the first class hotels and in many railway ticket offices, and of the name of the dining car conductor sometimes seen on the printed menu card. In a second thought there appeared almost unlimited possibilities for the extension of this idea until no man should at any time be without his name. And a third thought brought me back to the Rotary club and the name tags and badges which Rotarians wear to identify themselves to each other. It's all one and the same thing. Let's Rotarize the business world along the line of identification of the man and the woman, the girl and the boy who are doing the world's work. What say you, Mr. President and Gentlemen of the Board of Directors, shall we make propaganda on this thing?—C. R. P.

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### WELCOME TO OUR CITY!

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**E**LBERT HUBBARD certainly grabbed off a hot one when he noticed the Cedar Rapids "New-Comers' Day" cutting the grass in his direction. He scooped it in and shot it over to first base amid the plaudits of the crowd in The Fra grandstand. Now, I'm going to try to help him keep the ball in play a little longer.

It is sentiment to have a Home-Comers' Day (which The Fra says was instituted by Governor Rollins of New Hampshire) but it's business to have a New-Comers' Day. The success of New-Comers' Day turns on the number of people who have come into the town, not on the number that have left it. In Cedar Rapids each New-Comer is invited, by advertisements in the newspapers, to come up and register, to let it be known that he has arrived in town. Then everybody is his friend. They help him find work, a home, a church, a club. They welcome him as a live one among a bunch of live ones. Every so often they have New-Comers' Day and the neighbors all go out and call on the people who have moved into the neighborhood. In the public schools the New-Comer children are given an especially considerate welcome. So The Fra says, Here is a municipality flavored with friendship—a city with a soul.

There is a Rotary Club in Cedar Rapids (Iowa, U. S. A.) and dollars to doughnuts the C. R. Rotarians know all about this New-Comers' Day proposition. If you think it would be a good stunt for your city, you may be sure that the Rotarians of Cedar Rapids will gladly tell you how it works in their city.—C. R. P.

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### THE DEPARTMENT OF PEACE?

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**S**OME bright American has suggested that Uncle Sam do away with his "war department" of the government—that is to say that he change the name to "peace department." Isn't that a rather good suggestion? The police force of a city is generally referred to as "the guardians of the peace" and the army is or should be only a big police force. Wouldn't it be better for every nation to suggest *peace* rather than *war* in the nomenclature of its governmental machinery? If Uncle Sam will set the fashion it is most likely other nations will follow suit. "The under-secretary for peace" would be a much more pleasant title than "the under-secretary for war." It is indeed a most valuable suggestion. The attention of the Committee on Public Affairs of the I. A. of R. C. is respectfully invited to the opportunity for Rotary to offer this suggestion to the nations of the world.—C. R. P.

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**SOLICITING BUSINESS FROM ROTARIANS—OF OTHER CITIES.**

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**T**HIS is somewhat of a sequel to my observations in the November issue. Then reference was made to the soliciting of business from Rotarians of your own club. International Rotary affords opportunities for our manufacturers and jobbers to seek trade from retailers and consumers of every city. There is also a possible opportunity for direct sales from producers or dealers of one city to consumers of another.

The same freedom of action that obtains in a local club can not be expected when it comes to the transaction of inter-city business.

In the first place in the local club there is no competition so that some problems never arise. On the other hand in International Rotary every man has from one to one hundred and fifty competitors. It is, therefore, of the utmost importance that each man should exercise all the courtesy imaginable in promoting his business and seeking customers.

Courtesy is demanded because the seeker after business may meet on common ground with the seeker of business from another city or indeed they may at times invade each other's respective cities.

But there is even a greater courtesy required and that is the courtesy due to the International Association as an organization, to the respective clubs and to the individual Rotarians. The Association, the clubs and the individual are all concerned with the continued development and success of Rotary and the person or the organization has a right to protest against any practice in connection with Rotary which might work to its injury.

And let us not forget the possibility of overwhelming the individual person with attentions. There are say 16,000 Rotarians. Suppose that just one per cent of them, which would be 160, determined to address a series of follow-up letters with enclosures, samples, specimens, etc. sending one letter every thirty days for six months to the other ninety-nine per cent of Rotarians. Can we not imagine the appearance of the desk of the average Rotarian! One hundred and sixty communications a month would be six or seven every working day. How long before patience would cease to be a virtue under such an onslaught of typewritten and printed matter? What would happen if two or three per cent of the total number of Rotarians undertook this direct method of selling?

No, Frank, I am not trying to make them advertise in *THE ROTARIAN*. That, of course, is the open door of opportunity for everyone who has a message for his fellow Rotarians.

In joining his Rotary club each man has agreed to become a subscriber to the magazine. He has consented that it shall be sent into his home or his office where he and in most cases his family may read it. In joining the Rotary club he has not consented to receive unbidden any visitor except through the pages of his magazine, *THE ROTARIAN*.

Perhaps next month I will attempt a somewhat more constructive contribution upon this subject, one wherein there may be suggestions as to how inter-city trade properly may be developed.—C. R. P.

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### **The Tenth Anniversary of Rotary**

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During January plans should be made for the celebration of the tenth anniversary of Rotary in the month of February. Among the big events already scheduled are the Conference of representatives of the clubs in the Central Division (of the U. S.) which is to be held in Chicago on the 22nd of February and the gala Get-Together Meeting to which the Rotary Club of Philadelphia has invited all the Rotarians of sister clubs in nearby cities.

So far as possible every club in Rotarydom should arrange to have a joint meeting with some other Rotary Club during the month of February.

It is also the request of the Executive Committee of this year that during the month of February every Rotarian in the Association shall write a personal letter of Rotary greetings to some other Rotarian. Names and addresses for this purpose can be secured from your local club Secretary.

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## Industrial Toledo

By R. M. Starr

**B**ECAUSE of its strategic position, its unexcelled transportation facilities, including steam and electric railroads radiating to all points of the compass, and numerous steamship lines that here enter the finest harbor on the Great Lakes, Toledo is one of the great centers of diversified industries. In hundreds of big factories is produced nearly everything the world needs, from a baby cab to a steamship.

In Toledo are built the largest steel steamships that float on fresh water. The field of the Toledo Shipbuilding Company is the western hemisphere. Toledo-built ships not only are operated along the Atlantic and Pacific coasts, but on rivers that flow through the United States and its territorial possession, Alaska.

Toledo is the home of the famous Libbey cut glass, sold in all American and European countries; makes more children's vehicles than any other city in the world; is the home of the Owens Bottle Machine Company that has revolutionized the bottle-making industry, and is the home of the Ford Plate Glass Company, which has the largest plate-glass making plant in the United States. Toledo concerns supply the United States and many foreign countries with the largest percentage of oil well supplies. The city is the largest coffee-roasting center in the country. The Toledo Sugar Company provides a big local market for sugar beets, one of the principal products of the farming community. The Toledo scale is sold wherever weighing devices are used. Toledo is the largest clover seed market in the world.

Among Toledo's many other products are wagons, mirrors, electric automobiles, machinery, structural iron for bridges and buildings, brushes, canvas mittens and gloves, cloaks and garments of all kinds, fountain pens, bicycles, motorcycles, metal furniture, pig iron, spark plugs, auto tires, atomizers for toilet and medicinal uses, and numerous other things.

Toledo has more than nine hundred industrial plants in which are employed sixty thousand skilled and unskilled workmen more than twenty-one years of age.

The four-line paragraph above might be extended into several pages giving the details of the industries where these men are

employed. The recital might weary, however, because, after all, every large city has manufacturing institutions, which employ hundreds of men. The thing that burdens me most is the problem of how I can most briefly convey to you why Toledo has its great industrial plants, and make you, Mr. Manufacturer, want to enjoy the great advantages which Toledo offers.

Toledo is industrially great, and is rapidly becoming more so, because of its wonderful location and its unrivalled transportation facilities. It is quite probable that almost every other article on Toledo will deal more or less with this subject of transportation, and so nothing more will be said other than to commend especially to your attention the articles on "Transportation" and "Distributive Toledo" which form a part of this Toledo number of THE ROTARIAN.

One could hardly think of closing an article on this subject without special mention of Toledo's largest industrial enterprise, the Willys-Overland Company, and its head and inspiration, John N. Willys.

It was while Willys was aboard a train on his way to New York that his attention was first turned to Toledo. Breakfast had been called and he was shaving when he was handed a telegram from a prominent Toledoan advising him that the Pope-Toledo factory was for sale. Willys hurriedly completed his ablutions, foreswore breakfast, transferred himself and his baggage to the Toledo car and in a few hours had purchased the factory.

When the deal was completed in the late spring of 1909, the Pope factory consisted of a few buildings scattered over a seven-acre lot. It contained three hundred thousand square feet of floor space and employed four hundred men. It was a big step. But Willys was willing to stake his future on his own o. k. It was another opportunity and he grasped it.

The Overland shops were moved from Indianapolis and in August of the same year it was officially announced that the Willys-Overland company would have ten thousand cars ready for delivery during the next season. While others scoffed at such tremendous figures Willys quietly went to work to make good the assertion.



*The Toledo Shipbuilding Co.*



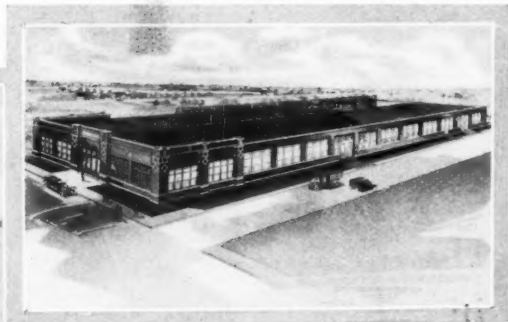
*DeVilbiss Mfg. Co.  
Where all the atomizers come from*



*The Willys-Overland Co.  
Factories and Offices*



*Freight Yards and Ore Docks*



*The Bock Bearing Company*



*Toledo Factories Building  
"Incubator of Infant Industries"*



*Coaling for a lake trip*

The original Toledo factory soon proved too small, and additions were planned. The first was a large brick structure one hundred and twenty-five feet wide, two full city blocks in length and three stories high. Forty-three days elapsed between the start of the excavation and the laying of the final brick. This is an example of the quick action, which combined with pluck and shrewd American ingenuity, in a few short years wrought a world-wide organization from a poverty-stricken little failure.

When the first addition was started Willys believed that it would contain room enough for at least a year. Before it had been completed, three other large buildings were under way. Since that day, there has never been a time when at least half a million dollars worth of buildings were not in the course of construction. Extensive enlargements added to the factory during the past year have made it what is probably the largest plant devoted exclusively to the manufacture of automobiles in the world. Its sixty-four buildings contain more than sixty acres of floor space. Among the new additions is a single building which has a greater area than the entire original Toledo plant. A few years ago, when Mr. Willys declared his intention of building a motor car



**TOLEDO is a live and growing industrial center. Its accessibility by both water and rail makes it a logical location for manufacturing establishments of all kinds and sizes. But Toledo is more than a business place. It is a city of beautiful thoroughfares and handsome, comfortable homes. It is a good place to live in.**

—JOHN N. WILLYS.

which would retail for a sum approximating \$1,000, the idea was considered impracticable by other automobile manufacturers. Yet, the increase in production and manufacturing efficiency of the Willys-Overland factory has enabled him to give a constantly increasing car value for a constantly decreasing price.

From four hundred cars a year, the annual output of the Willys-Overland factory has increased to the tremendous production of seventy-five thousand cars, the proposed output for the present season. Nine thousand men are employed in the shops. In addition to these there are thousands of dealers, salesmen and tradesmen who carry the product into every corner of the civilized world.

The spirit of aggressiveness and action which dominates John N. Willys has its counterpart in hundreds of other Toledoans. A town must have the proper spirit of push, co-operation and faith in itself in order to become industrially great, and it is these qualities, in connection with its great natural resources that are pushing Toledo steadily forward to a great metropolis. Nothing can stay its progress—nothing can dampen the ardor of its patriotic citizens—nothing can stay its industrial supremacy.

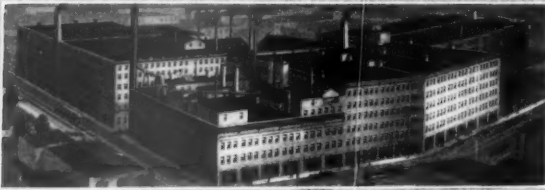
## Toledo for Transportation

By H. G. Wilson

**F**ROM a transportation view-point, Toledo is different than some of the cities of the West with which it has been my pleasure to be connected until recently.

NOTE.—H. G. Wilson is traffic commissioner for the Toledo Commerce Club and a member of the Toledo Rotary Club.

In the manufacture and distribution of goods, the ability to assemble raw materials or supplies and distribute the manufactured goods, or the distribution of jobbed articles, is dependent almost entirely upon the transportation facilities enjoyed by a community. If



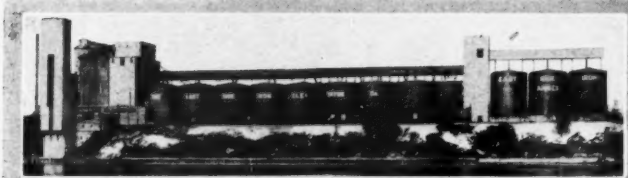
*Gendron Wheel Co.*



*Where Champion Spark Plugs are made*



*R. A. Bartley, Wholesale  
Grocery House.*



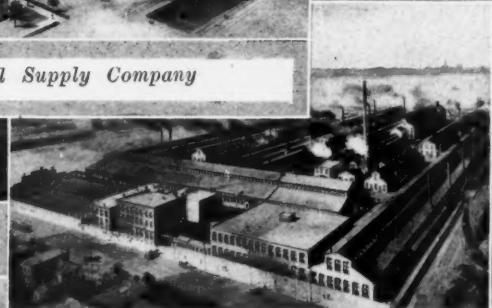
*Iron Elevators, East Side of Maumee River*



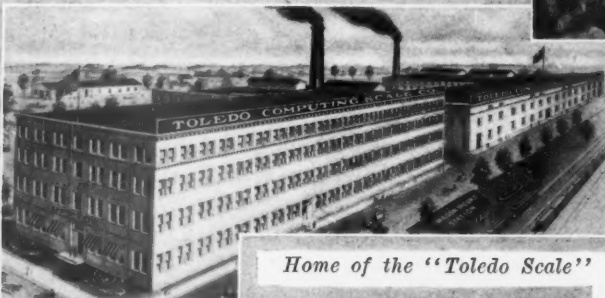
*National Supply Company*



*Woolson Spice Company's Plant*



*National Malleable Castings  
Company*



*Home of the "Toledo Scale"*



*One of the Owens Bottle Co. plants*



*Ames-Bonner Co., makers of  
brushes*



a city is located on a number of through lines of railroad, its facilities, in this respect, are rarely of the kind that will get the best results for the manufacturer and wholesaler.

Toledo is particularly fortunate in this respect, although not being located at a rate breaking point, it has the advantage of being served by a large number of railroads radiating in all directions, only one of which is a through line. In other words, of the sixteen railroads serving Toledo, only one is a through line, and in that instance Toledo is the center of three independent branches of that line, so that to all intents and purposes, it is the same as if all of the steam lines terminated here.

While on the subject of the number of railway lines serving cities, it is not amiss to point out that Toledo does not count her railway lines according to branch lines or divisions of main lines radiating from the center as a separate line of railroads, as is true with some cities, in order to impress the uninitiated with the idea of its being a very large railroad center. If Toledo counted her railroads in this manner, she would be the second railroad center as far as number of lines is concerned, but we are content with an exact representation.

The territory served by Toledo's railroads, eliminating all mileage of connecting lines, covers something over twenty-five thousand miles, reaching into all of the immediately adjacent states, as far west as the Mississippi River and east to the Atlantic coast in one instance. These lines, of course, all connect and have traffic arrangements with other connecting lines. The rate adjustments are such that Toledo can assemble raw materials for the purpose of manufacture on a basis, in most instances, fairly comparable with competing cities in the same territory. The rate adjustments enable manufactured products to be distributed to all sections of the country on an equally favorable basis with respect to that of competing cities in the same territory.

The wholesale or jobbing business is reasonably well taken care of by the several lines through the operation of a fairly efficient package car service, and this jobbing business extends principally into the states of Ohio, Indiana and Michigan, serving a population of approximately ten million people. While the distributing or shipping territory of Toledo, like that of other cities in the great manufacturing centers between the Allegheny mountains and Mississippi river, is

somewhat more circumscribed as to square mile area than that of some wholesale or jobbing centers of other territory; when it is recognized that it is population rather than territory that is to be served; when it is noted that this population immediately adjacent is several times in excess of the population served by jobbing centers of western cities, it will readily be perceived that this jobbing territory is far more valuable, because as a groceryman once said, "What the wholesale grocery business needs is people rather than territory," and the closer you can get the people to the center of distribution the better it is for the wholesale trade as well as for the manufacturer. In this respect Toledo is particularly fortunate, there being within a hundred mile radius of Toledo over three million people, about one million eight hundred within a seventy-five mile radius and about one million and a half within a fifty mile radius.

A glance at a map will disclose the fact that Toledo is like a funnel through which nearly all business from the east and south must pass in reaching almost any point in Michigan, and also through which practically all of the business from Michigan must pass in going to the south and east. At certain seasons of the year, this condition has heretofore been somewhat of a disadvantage to Toledo owing to the fact that a heavy movement of traffic on either side has caused such a pressure in being forced through this funnel, that it has caused some congestion adversely affecting Toledo's business. However arrangements are under way by which it is expected that this pressure will be greatly lessened. This is not a transportation difficulty, so much as a commercial and climatic condition, and, with exception of extreme winter weather, is a decided advantage to Toledo's transportation.

This very funnel condition gives Toledo the advantage of transportation arrangements for the receipt and forwarding of commerce in a close, compact, easily accessible form. Because of it manufacturers and other shippers can reach the arteries of transit on a most economical basis, not being required to make long, expensive and hazardous preliminary hauls to or from the lines of transit and this is one of the reasons why Toledo has taken such rapid strides forward commercially in the last few years.

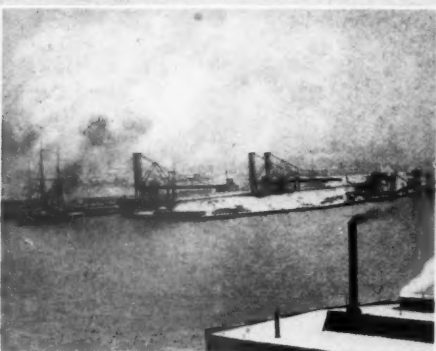
In addition to the steam lines, Toledo is fortunately well served with twelve electric lines, almost all of which handle freight



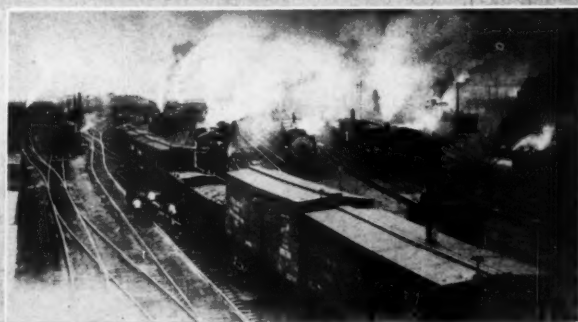
*New York Central freight house*



*Freighter Schoonmaker loading at H. V. Docks*



*Hocking Valley Docks*



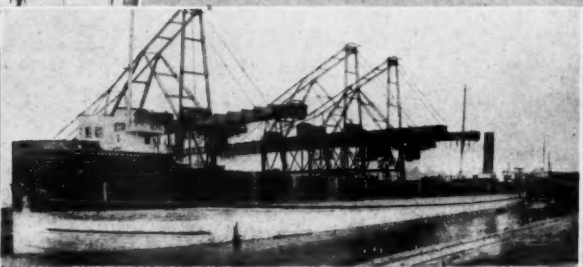
*Busy?—Yes, some*



*Coal Shipping, and T. & O. C. Ore Docks*



*Freighter "Ellwood" in the Dry Docks*



*Modern Loading Machinery*

traffic in both directions extending in some cases a considerable distance beyond the hundred mile radius.

These electric lines give frequent service enabling the merchants, within the territory, to supply their needs quickly on short notice and avoiding the necessity of having to carry large stocks, and this service materially enhances the distribution of merchandise that would otherwise have to depend on steam roads. It is a recognized transportation fact that the electric lines furnish a quicker

despatch than the steam lines for the shorter haul.

As the time is not far distant when the conservation of natural resources will necessitate the economizing of power production, and our transportation lines will be furnished with a conducted rather than a conducting power, it is fair to say that eventually Toledo's commerce, served with twenty-eight radiating lines of rail transportation, will put Toledo in second place from a transportation view point.

## Toledo and Water Transportation

By H. I. Shepherd

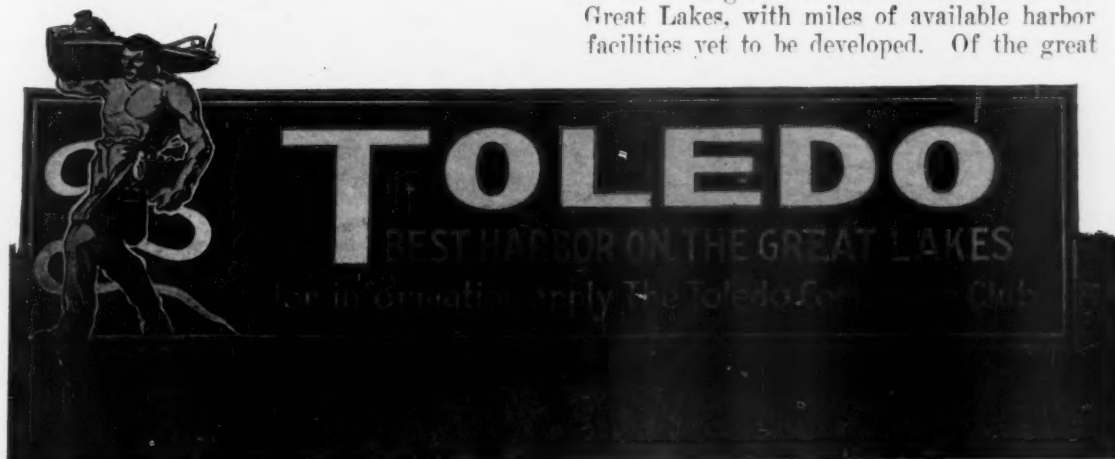
**T**HE geographical location of the Great Lakes and the fact that boats ply their waters carrying passengers and freight, is known to the average business man of the country. That the tonnage passing through the canal at Saulte Ste. Marie during the short season of navigation is many times that of the Suez canal during the entire year, and that the tonnage of the Detroit River is greater than that of any seaport in America, is appreciated by a few whose attention has been particularly called to it, but no one whose daily pursuits do not place him in contact with the developments of Great Lakes transportation and its allied lines of business, has any conception of what this enormous traffic means to the entire country generally, and especially to that territory immediately adjacent to these great bodies of water.

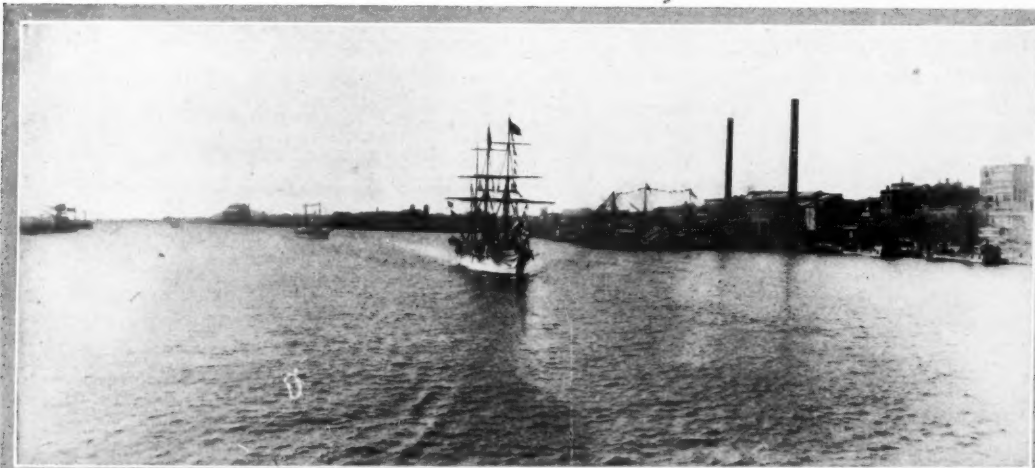
The hand of commerce from the Upper Lakes stretches forth from the mouth of the

Detroit river and its finger tips touch the ports along the southern shore of Lake Erie. At one of these points the city of Toledo assumes its place in the commerce of the country, receiving its share of the trade of the great water ways, while to the south, east and west the iron bands of its great railway traffic stretch away to the coal fields, the broad farming area and the manufacturing centers of the great central states.

Water transportation and rail transportation largely supplement each other. Water ways are feeders to the railways and railways are feeders to the water ways, and it is at this natural meeting place of the great water and land transportation facilities that the commercial centers of the world have always been developed.

Toledo is the greatest shipping point of cargo coal on the Great Lakes. It is the nearest point on Lake Erie to receive the iron ore from the Lake Superior district. It has the greatest natural harbor on the Great Lakes, with miles of available harbor facilities yet to be developed. Of the great





*A stretch of harbor along the west river front*



*Alexander Black Cloak Co.*



*The Libbey Glass Co.*



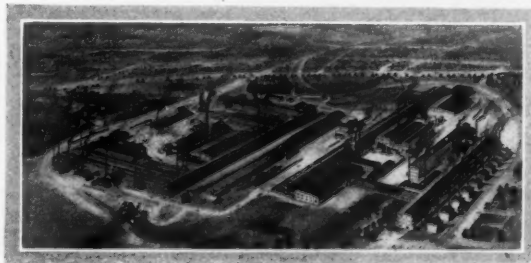
*Factory of Cohen-Friedlander & Martin*



*Consolidated Mfg. Co., makers of Yale Motorcycles*



*One of the Owens Bottle Plants*



*Edward Ford Plate Glass Company*

## Signs of Industry



tonnage of the Lakes approximately sixty-five per cent is iron ore and twenty-five per cent coal. Being the great meeting place of these two commodities, the future of its water transportation business is assured.

The magnificent passenger lines of the Great Lakes connect Toledo with every port and these lines complete the entire freight transportation facilities carrying all varieties from the small package up to the facilities afforded by great bulk freighters.

Ships and trains are traveling hundreds of miles to form their part in this great rail and water commerce. The Great Lakes trade has gradually risen until it has reached the point of bursting forth an finding an outlet to the ocean. The problem today is not to transport from Duluth, Chicago and the great northwest to Buffalo, nor even to New York, but to transport the products of this great territory out on to the broad expanse of the ocean and on to Liverpool, South America,

and the world at large. To do this means that the water connections between the ocean and the Great Lakes must be made accessible for ships of a size and type that can traverse the waters of the world.

This raises the question of canalizing the rapids of the St. Lawrence river and the coöperation of the governments of the United States and Canada; possibly by the United States deepening the water-connections of the different bodies of water making up the Great Lakes, in return for the Canadian government improving the St. Lawrence river.

However the problem may be solved, it is not a far cry from the present water transportation on the Great Lakes to one that will include the oceans, offering to Toledo and the other lake ports an entirely new era in water transportation, and assuring the continuance of that remarkable commercial growth which has always attended the Great Lakes cities.

## Distributive Toledo

By Harry Adams

**I**T IS only when Toledo's transportation facilities are realized and their influence upon the marts of the world recognized that her importance among larger cities is made manifest.

Toledo has a creed, the following quotation from which explains the title of this article:

"I believe in Toledo, the city of real values, the nation's natural gateway of commerce and travel; in the heart of great resources and markets, with unsurpassed railway, dock and harbor facilities, and the near center of population of the United States."

By consulting a map, Toledo will be seen to be the hub of a vast wheel of commerce, the railways, interurban and steamship lines radiating as spokes to all parts of the world.

As Herbert N. Casson aptly says, "The great city of northwestern Ohio has a gift from God that no other city ever received. That is her location. You have everything here to make Toledo one of the greatest manufacturing centers of the world."

Most appropriate is the slogan of Toledo's Wholesale and Manufacturers' Board, "Toledo for Transportation."

In many things does Toledo rank high among the cities of the world, but it is as a

transportation center that she stands pre-eminent. Located at the head of Lake Erie and practically at the door of three states, Ohio, Michigan and Indiana, within five hundred miles of fifty millions of people, reached by a net-work of railways and trolleys, naturally makes her a wonderful distributing center.

The very location of Toledo has made her the natural gateway for the west and northwest; terminating in and radiating from Toledo are twenty-three railroads, eleven interurbans and six steamship lines. It is not therefore to be wondered at, that with this network of carriers, Toledo has become the second transportation center of the United States.

To aid in the distribution of the vast tonnage of incoming and outgoing freight, Toledo has the only complete steam belt railroad in the world, thirty-two miles in length.

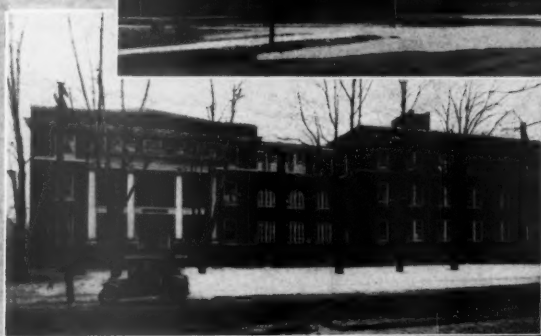
The eleven electric lines centering in Toledo, represent fifteen hundred and forty-six miles of track; with one exception these roads are freight carrying lines,—the exception carries express only. Five hundred and seventy-two interurban cars leave and arrive every twenty-four hours.

Millions of dollars have been, and millions are being, spent by the steam roads to

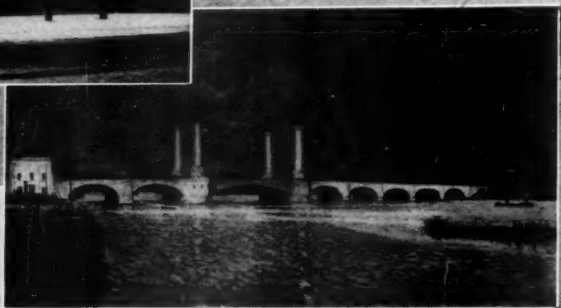
NOTE.—Harry Adams is Secretary-Treasurer of W. G. Wagel Electric Co.



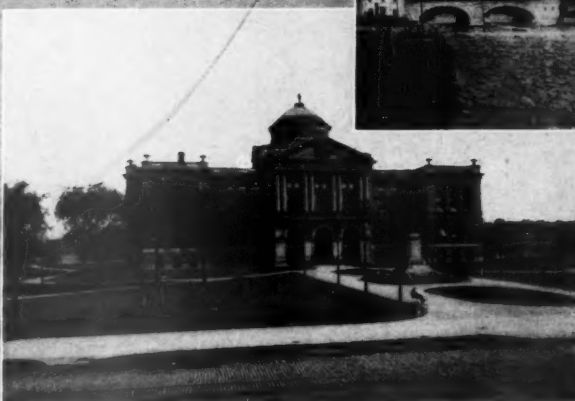
*Masonic Temple*



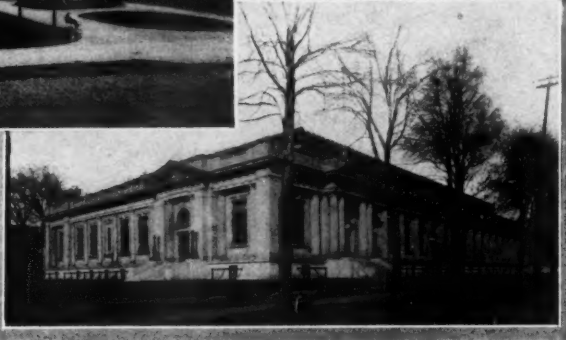
*Flower Hospital*



*New Cherry Street Bridge,  
now nearing completion*



*Lucas County Court House*



*New Post Office Building, corner Madison, Jefferson,  
13th and 14th Streets*

improve their freight and terminal facilities in Toledo. The enormous traffic of Toledo has made it necessary for the New York Central lines to maintain here the largest freight house in the world.

In addition to the distribution of the vast tonnage originating on the farm and products from Mother Earth, Toledo is called upon to distribute the products of over fifteen hundred manufacturers located within her gates. Some of these products are shipped to every civilized country in the world.

While the space allotted for this article will not permit lengthy descriptions, no article on "Distributive Toledo" would be complete without mention of a few of her wonderful factories.

It is here that the Overland automobile is manufactured, the factory employing nine thousand men, and having a floor space of eighty acres.

The Champion Spark Plug Company with a capacity of forty thousand spark plugs daily, is easily the largest factory of its kind in the world. Wherever automobiles are found, there also are found Toledo-made spark plugs.

Toledo is the home of the metal wheel, and the three factories, the Gendron Wheel Company, Toledo Metal Wheel Company and American Metal Wheel & Auto Company make Toledo the largest market for baby buggies, etc.

Toledo is one of the largest coffee roasting and spice centers in the United States, having The Woolson Spice Company, J. M. Bour Company and the Gasser Coffee Company.

One can hardly think of cut glass without associating with it the name of Libbey Glass Company.

Toledo has many others of equal impor-

tance which are located here, solely by reason of her transportation advantages. Dominating, by reason of unexcelled shipping facilities, a large territory, having a population of fifty million people within a radius of five hundred miles, the advantages of Toledo as a wholesale or jobbing center can readily be appreciated.

In Toledo there are some three hundred jobbers, representing every conceivable line.

The wholesale grocery line is represented by five large representative houses: Berdan & Company, The Feilbach Company, Harnitt & Hewitt and R. A. Bartley. The combined floor space of these five houses is five hundred eighty-nine thousand square feet, traveling one hundred eighty-one salesmen.

The hardware jobbers have not been slow to appreciate the strategic position of Toledo as a shipping point. Here is located the Bostwick-Braun Company whose building covers a city block; also the Standart-Simmons Company of equal importance, as well as several others.

The electrical line is represented by the W. G. Nagel Electric Company and the F. Bissell Company, the most representative in their line in the United States.

Toledo has long been known as a leading distributing center for shoes, and has four large jobbing houses in the Western Shoe Company, R. H. Lane & Company, Simmons Boot & Shoe Company and the Ainsworth Shoe Company.

It may not be of interest to particularize further on the many and diversified jobbing lines located in Toledo which could be done to the extent of several more pages.

But perhaps enough has been said to prove that truly, for expeditious transportation, "Toledo profits most because she serves best."

## Financial Toledo

By Edward H. Cady

**T**HE steady, consistent growth and improvement of Toledo during the last five years is shown in many ways and reflected in almost every line of business and endeavor. In diversity and quantity of manufactured products, in building, in wholesale and retail merchandising, in many municipal activities, in the schools and in the realms

of art, music and morals, the city's forward movement is apparent to the most casual observer.

In no way, however, can the growth and general improvement of conditions be so definitely and conclusively shown as in an examination of the published figures of Toledo's financial institutions.

The city has four national banks and fourteen state banks. During the last five years two state institutions have gone out of busi-

NOTE.—Edward H. Cady is president of the Guardian Savings Bank and Trust Company in Toledo, Ohio, and a member of the Rotary club in his city.



*First National Bank*



*Nicholas Building*



*Nicholas Building*



*New Dime Savings Bank, now  
building*



*People's Savings Association*



*Spitzer Building*



ness and two new ones have been organized so that the total number of banks doing business remains unchanged.

The combined deposits of all the banks in the city as shown by statements published September 1st, 1909, were \$35,066,616.83, and statements published September 12th, 1914, showed these totals to be \$52,426,384.82, an increase in five years of \$17,359,767.99, almost fifty per cent.

During the same period the combined capital and surplus of all the banks increased from \$10,467,937.81 to \$12,866,271.18, a total increase of \$2,398,286.36, or approximately twenty-three per cent.

These figures show unmistakably that the city has had a substantial growth in the period mentioned, and they also give clear evidence of the greater general prosperity which has accompanied the increase in population and the development of Toledo as a manufacturing center.

In the old days the grain dealers represented the largest and most important interest in Toledo, and the city's financial institutions were inclined to use their resources to take care of the large requirements of this business, and were consequently unable to give productive enterprises the financial encouragement which was needed. This tendency, which undoubtedly had the effect of retarding the growth and development of manufacturing in Toledo, has long since entirely disappeared, and, the banks of the city have for many years been giving the most generous support to all kinds of properly organized industrial undertakings, at the same time taking care of the requirements of the grain dealers. In fact the splendid increase in the volume and diversity of Toledo's products is due in no small degree to the wise and helpful co-operation of the city's financial institutions.

That the banks have not departed from a businesslike conservatism in extending this support and encouragement is shown by the fine record of Toledo's institutions in the protection of the funds of depositors and stockholders.

During the last forty years there have been only three bank failures in Toledo. In each case the banks were small and unimportant and in no way a part of the financial life of the city, being located in the outlying districts and outside the main current of business activity. The combined liabilities of these three institutions to depositors were not large, and as from thirty-five to sixty-

five per cent was paid in liquidation of the claims against the different institutions the final loss to depositors was materially reduced. The percentage of loss, in fact is infinitesimal when it is averaged over the period of forty-one years and the tremendous volume of deposits handled by the banks of Toledo during that period. It is doubtful whether the banking history of any active growing city can make a more satisfactory showing than this, and it is fair to assume that the assured safety of depositors' funds which such a record reflects, has played no small part in the continuous and constant growth and improvement of the city.

The business of Toledo is divided about evenly between the national banks and the state institutions. During September 12th, 1914, the four national banks reported deposits of \$24,381,313.08 and the fourteen state banks \$28,045,071.74.

The national banks take care, in the main, of the commercial business and the state institutions handle the savings bank and trust business, although most of the state banks have some commercial accounts and the national banks have savings departments. The state banks give special attention to loans on real estate and by so doing have aided materially in the building up of the city by home owners.

Toledo banks have also added materially to the development and improvement of the city by the structures which they have built for their banking homes. Two of the largest office buildings are owned by large banking institutions; others have buildings devoted exclusively to their requirements and two more bank buildings are soon to be erected.

It may be properly assumed that in treating the subject of "Financial Toledo," the article should deal only with the banks and banking, but a consideration of the subject which made no mention of the investment bankers or municipal bond houses of the city would be quite incomplete.

A number of years ago Toledo began to be a center for the handling of municipal bonds and the business has increased until there are now five successful houses all handling a large volume of these acceptable and most satisfactory investment securities. These houses have customers all through the central west and their activities have tended at all times toward increasing the stability of the financial life of the city. The Toledo banks have always coöperated with these con-



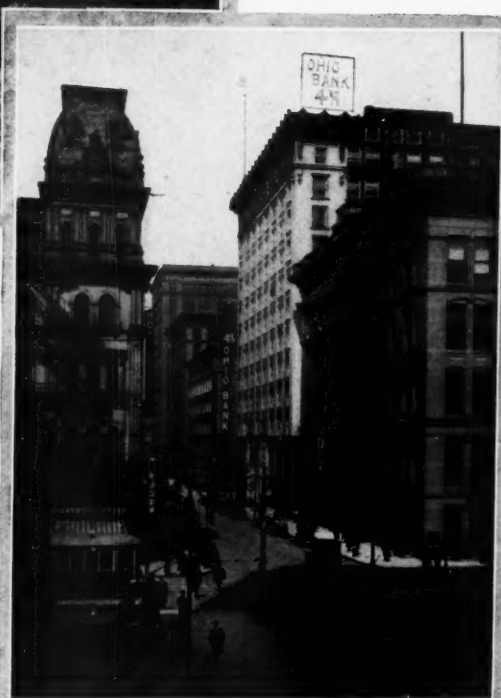
*Madison Avenue, looking toward the river*



*"Chief's" Fire Wagon*



*One of Toledo's new Peerless Fire Trucks*



*Madison Avenue, from Summit St. West*



*View of the Business Center—From roof of Y. M. C. A. Bldg.*



*William McKinley Memorial Monument in Court House Grounds*

cerns and assisted in the extension and development of their business.

As a matter of fact there has been no worthy private enterprise or public undertaking which has not received the support and encouragement of the banks of Toledo. The officers of the different institutions have taken an active interest in the work of the commercial bodies, civic and charitable movements, and, at all times there has been ap-

parent in the administration of banking affairs a realization of the position of the banks as semi-public institutions which have duties and responsibilities toward the community. It is the recognition of these duties and responsibilities which has made the banks helpful and in making them helpful has made them prosperous, for it is difficult if not impossible, in this coöperative age, to be one without being the other.

## Rotary in Toledo

By George E. Hardy

THE Rotary Club of Toledo was "officially born" on May 4, 1912.

In April of that year the necessary steps, prior to organization were taken by the following: H. H. Stalker of The Stalker Advertising Company, Chas. S. Turner of the Moreton Truck and Storage Company, E. F. Gleason of The Bradstreet Company, I. B. Hiett of The Irving B. Hiett Company, John W. Lewis, Jr., of The Lion Dry Goods Company and Geo. E. Hardy of the Hardy Paint & Varnish Company.

The first president of our Club was Chas. S. Turner, who served from May, 1912, to June 30, 1913. He was succeeded by Geo. E. Hardy who served until February 1, 1914, when he became secretary of The Toledo Commerce Club and resigned as president of The Toledo Rotary Club. His unfinished term was completed by Frank L. Mulholland, who had been first vice-president.

At our last election, T. A. DeVilbiss was made president, M. H. Gasser, first vice-president, J. G. Mackenzie, second vice-president and W. C. Carr was re-elected treasurer.



TOLEDO'S FIVE ORIGINAL ROTARIANS  
Geo. E. Hardy, E. F. Gleason, Chas. S. Turner,  
Irving B. Hiett, H. H. Stalker.

Rotarian Carr has served as treasurer of our Club from the early days of the organization.

The growth in two and a half years, from an infant club to a strong, healthy organization of two hundred members, together with our good standing among the Rotary clubs of the world, is, we believe, strong evidence that the right foundation was builded; that correct policies were adopted; that the club has been properly managed and above all that the true Rotary

spirit prevails.

Toledo is proud of her part in Rotary. We are proud of our Frank L. Mulholland, who belongs to all Rotary, as he now holds the high honor of being President of the International Association.

We felt confident that Rotary would surely recognize the exceptional ability of Frank L. Mulholland. Time has proven that we had the right "hunch."

Be assured, all you Rotarians who read this that Frank L. Mulholland has the true conception of Rotary and he practices what he preaches. He is a real man and proud are

we, all of us, to call him friend—Rotarian Friend—and that means just a little more.

You know exactly what it means if you are inoculated with the genuine germ of Rotary.

Our meetings are always interesting and helpful.

Our Club does not participate in civic work because we have in Toledo an efficient Commerce Club with fifteen hundred members. A considerable part of the work of that organization is of a civic nature and as nearly all the members of The Toledo Rotary Club belong to the Commerce Club, the civic work is left to the larger organization.

Our Rotary Club has contributed to the Santa Claus Club and is now considering the furnishing of three rooms in three hospitals.

Recently when the call came from the south to "Buy A Bale of Cotton" it was proposed by President DeVilbiss that we buy "A Bale or Two"—and we did—fifty-two bales in fifteen minutes at fifty dollars per bale. Enough said; that shows you the Toledo Rotary spirit.

In 1912 Toledo sent one delegate to the Rotary Convention at Duluth. That man was "Herb" Stalker.

In 1913 six men went to the Buffalo Convention and in 1914 sixty men went to Houston on a special train.

The writer has visited a number of Rotary clubs about the country and appreciates the fact that every Rotary club is doing a great work because it is developing men—up-building men—making men. Emerson said "The greatest enterprise in the world—for splendor—for extent—is the up-building of a man." So then, in our Rotary clubs, we are carrying on the greatest enterprise in the world.

We all learn the value of service. We find the happiness that results in doing a service for others with no thought of getting something in return.

"It is the real service we render—the real productive work we do that gives back to us the main satisfaction in life."

Long Live Rotary!

The Rotary Club of Toledo represents two hundred of the real men of the city. They have all been helped by their membership in the club. Toledo as a city has been helped by having a Rotary club such as ours.

So again we say

*Long Live Rotary!*



*Children of Frank L. Mulholland International President*



## The Commerce Club and the Rotarians

By J. Gazzam MacKenzie

**T**HE formation of the Toledo Commerce Club was unique. It is interesting to note the past history of commercial organizations in our city, prior to the inception of our present club.

For many years Toledo possessed a Chamber of Commerce that operated in much the same manner as other organizations of this character. The Chamber of Commerce was purely a business organization. It accomplished much good for the city.

Realizing the need that men should be brought together for social purposes as well as business, the Business Men's Club was founded in 1906. This club banded together the most representative business men of the city and its membership grew very rapidly. It entered actively into civic affairs, but its greatest accomplishment and one of which it may well be proud, was to bring about a spirit of good fellowship. It did much to eliminate the antiquated spirit of antagonistic business competition.

In the course of a few years the members of the Business Men's Club and the Chamber of Commerce came to feel that each was duplicating the other's efforts in some instances. This fact gave rise to embarrassments and was a waste of energy that really dissipated in a measure the effectiveness of both organizations. After a few months of negotiations an amalgamation was effected June 1st, 1911 and thus our present organization, The Toledo Commerce Club, was brought about.

The real spirit of progress radiated from the new Commerce Club, and so contagiously that seemingly the whole city became in-

fectured. Everybody wanted to do big things, and so big things were started, and accomplished, too.

And speaking of the people—the whole people—it was the policy of the new Commerce Club to take the voice of the people as the voice of God. Therefore, through its Federation of Clubs, what was almost a true consensus of opinion was obtained upon public questions. And of all ways, this is the best way.

In this connection it is interesting to note that the referendum is at present being used for the attainment of public opinion in the matter of the proposed Civic Center.

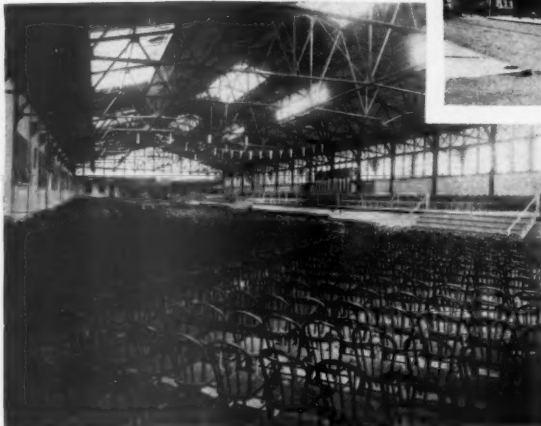
The Toledo Commerce Club with an active membership of sixteen hundred is a great clearing house or public forum for the conception and accomplishment of these things which are a benefit to the city as a whole. Its attitude on matters of public moment is regarded as the greatest influence in the city in moulding public sentiment. The following names of committees for this year, will give some idea of the scope of the work:

- Acquaintance Committee
- Agriculture Committee
- Benevolence Committee
- Educational Committee
- Entertainment Committee
- Finance Committee
- Good Roads Committee
- Greater Membership Committee
- House Committee
- Industrial Committee
- Lake Transportation and Harbor Improvement Committee



MUNICIPAL MARKET BUILDING

## Convention Facilities

*Terminal Auditorium Building**Interior of Terminal Convention Auditorium**The Wayne Hotel**Hotel Secor**The New Boody House*

Legislative Committee  
 Library and Art Committee  
 Membership Admission Committee  
 Municipal Committee  
 Municipal Art and Architecture Committee  
 Parks and Boulevards Committee  
 Publicity Committee  
 Public Health and Sanitation Committee  
 Public Recreation Committee  
 Smoke Prevention Committee  
 Streets and Traffic Committee  
 Transportation Committee

Directly under the supervision of the club are subsidiary organizations which carry on work of a separate and distinct nature. These departments are as follows:

The Traffic Bureau which is a comparatively new department is under the direction of Commissioner H. G. Wilson. Mr. Wilson has written an article upon the work in his department appearing in this number.

The Convention Bureau has been very successful in bringing to Toledo many conventions. The visitors upon these occasions each sound the praises of Toledo's hospitality and the cordial treatment always received.

The Wholesale Merchants' and Manufacturers' Board has done much to enlarge Toledo's territory as a jobbing center. This Board gives our city much publicity through Trade Trips, which are taken twice each year. These trips are usually of three days duration and a solid Pullman train is required to carry the Toledo Boosters.

The Retail Merchants' Board is composed of the largest retail firms in the City. It would be difficult to find any city where the retail merchants are better organized or co-operate in a more effective manner than in Toledo.

The writer was the first president of The Toledo Commerce Club and is a Rotarian. He was succeeded by Isaac Kinsey, known to all Rotarians, as "Uncle Ike." He, in turn, was succeeded by Frank L. Mulholland, our present International President of the Rotary Clubs. William L. Diemer, another Rotarian, succeeded Mulholland. At present W. A. Gosline, Jr., is President, and George E. Hardy is secretary of The Toledo Commerce Club. George was the second president of the Toledo Rotary Club—and may it ever be thus for Toledo's good.

## Toledo the Convention City

By E. R. Kelsey

**T**HE city of Toledo, through the efficient and active Convention Bureau, a part of the Commerce Club, is endeavoring to make the city slogan, "You'll do better in Toledo," apply especially to conventions.

The city several years ago ascertained that a rousing convention of live wires in the business world was a distinct asset to a city. Not only did it bring into the city thousands of strangers, many of them influential men in their community, but these men went away advertising the city broadcast.

The kind of advertising depended entirely on the treatment the convention received and the sort of hospitality dispensed.

The bureau while a part of the Commerce Club has its own officers, and raises its own money by subscription from those directly benefiting by the conventions.

In 1912, just before the establishment of this Bureau the city had eleven conventions. In 1913, the first year the Bureau was at

work there were twenty-six conventions and this year thirty-five conventions came to Toledo.



*View of Exhibitor's Booth—Convention Hall*

Already a large number have been booked for 1915 and even as far ahead as 1916.

Some especially noteworthy conventions

NOTE—E. R. Kelsey is president of the Toledo Convention Bureau and a member of the Toledo Rotary Club.



*Waite High School, East Toledo*

**H**ERE are a few of the fine buildings and open air features that are a part of Toledo's Educational System.



*Glenwood Avenue School Building*



*Administration Bldg., Educational Dept.*



*One of the School Playgrounds*



*Scott High School Showing Athletic Field*



*Cherry Open Air School*



*Stickney Avenue School Building*



were secured by the Bureau, notably the International Bowling Congress, the Central States Printers Machine Exposition and the Democratic State Convention.

Toledo was able to secure these great gatherings only because the city boasts of one of the finest convention auditoriums and exhibit halls in this country—the mammoth Terminal Auditorium.

Figures of the square feet of space mean little but when it is stated that this building is equal in floor area to New York's famous Madison Square Garden or to Chicago's well known Coliseum, then the reader begins to appreciate how large it is.

Railroad tracks run direct into the building so that an exhibitor can unload his exhibit from the car inside the convention hall, a privilege that is enjoyed in scarcely any other city. Anyone who knows anything about Toledo knows of the city's fame as a transportation center—the fourth city in America.

Situated as it is on one of the finest harbors on the Great Lakes, midway between the iron ore of the north and the coal fields of the south and only about one hundred miles from the center of population of the United States, Toledo commands an unique position among the cities of the Lakes.

Toledo has twenty-three steam railroads, eleven interurban lines and eight steam boat lines. Convention delegates from any direction find it as easy a city to reach as can be found anywhere.

The hotels are ample in every respect to take care of the largest convention, and the hotel men coöperate with the Convention Bureau in seeing that delegates and their guests get the kind of hospitality Toledo is noted for.

Situated as it is on beautiful Maumee River but five miles from the broad expanse of Lake Erie, summer convention visitors find Toledo especially attractive with a wealth of beautiful trips.

It is only four hours by steamer to De-

troit, a lake ride on a palatial steamer that will live long in the memory of those privileged to take it.

Put-in-Bay and surrounding islands, a scenic gem in Lake Erie's domains is but three hours away by steamer. These islands, famed in history, are a fisherman's and hunter's paradise and are unsurpassed anywhere for rich scenic beauty.

Toledo Beach on Lake Erie's shores, only an hour from the city by trolley, has one of the finest beaches on fresh water. Bands and big outdoor attractions combine to make this an unusually attractive place for convention visitors.

The trolley auto or boat trip up the Maumee Valley for ten miles opens up a vista of scenery only comparable with that of the Hudson. Rich in historic lore, the Maumee Valley is a fruitful field for those who enjoy a visit to famous forts and sites of several famous battles, while the ever changing river views will delight the eye—a constantly changing panorama of entrancing views.

Toledo's far famed parks, her beautifully shaded streets and her magnificent homes are a constant source of pride to Toledoans and a great attraction for visitors.

The city's Convention Bureau goes after conventions with the idea of getting them, but better still with the idea of sending them back home as boosters so they will want to come again.

Much of the success of the Bureau is directly attributable to the work of the secretary, Mr. John A. O'Dwyer, who gives a large share of his time to this work.

He will be glad to answer any questions anyone may ask and will also send a Toledo booklet and adequate convention information.

The president of the Bureau is a Rotarian, Mr. E. R. Kelsey; so Rotarians need have no hesitancy in recommending Toledo as a convention city, for really without any idle boasting,

*"You'll do better in Toledo".*

## Educational Toledo

By Wm. B. Guitteau, Ph. D.

### Toledo's Cosmopolitan High Schools.

**W**ITHIN the last three years, Toledo has built and equipped Scott and Waite High schools—two magnificent structures which have won the admiration of

educators and architects the country over. It speaks well for a city's devotion to the cause of public education when its citizens approve the expenditure of \$1,500,000 for two "cosmopolitan" high schools, wherein



*Riverside Park, and some of the furry tribe at Toledo's Municipal Zoo*

*"Babe"  
Man-  
Eating  
Ele-  
phant*



academic, manual training, and commercial courses are taught under the same roof. It has been well said that the modern high school is the "people's college," and the two thousand and six hundred children from every walk of life who now occupy these buildings will some day give back value received to the community which has invested so generously in their education. Nor will Toledo pause here; for her board of education has declared in favor of four district high schools, one to be located in each quarter of the city. Within the past two months, the citizens of the south side have strongly urged that the high school for their section be commenced in the near future.

#### **A Million Dollars for Elementary Schools.**

Like every other growing city, Toledo's elementary school problem is largely the all-important duty of supplying an adequate number of rooms to accommodate a rapidly growing school population. There are five thousand more pupils in Toledo's public schools today than on the same day two years ago; and thus the paramount need is for more elementary school rooms. How well Toledo's citizens appreciate this need is shown by their overwhelming endorsement of the million dollar bond issue for elementary schools, a proposition submitted to the voters in November, 1913. By a vote of more than three to one, the people of Toledo went on record in favor of giving their children nothing less than the best in the way of school accommodations. To carry out this program, the board of education has recently ordered plans to be drawn for five new elementary school buildings, costing seven hundred thousand dollars, which will provide one hundred twenty-eight additional rooms for the relief of crowded districts. All of these buildings will be of modern fireproof construction, designed by the board's department of architecture, and worthy of the splendid use to which they will be dedicated.

#### **Better Salaries for Teachers.**

Even more important than buildings is the question of teaching efficiency. Toledo has nine hundred teachers of whom the city is proud. Recognizing that their salaries were too low, the board of education last September granted increases amounting to ninety thousand dollars, in which every teacher in Toledo shared. The schedule for elementary teachers now ranges from five hundred to one thousand dollars, the annual increase being fifty dollars, while high school salaries

range from one thousand to two thousand dollars. Public opinion in Toledo strongly favored the increase in salaries granted by the board of education. There seemed to be a very general recognition of the fact that the teacher is the school, that the teacher who receives adequate remuneration is many times more efficient than the one who is underpaid.

#### **A Few Facts for Busy Rotarians.**

Now for a few general facts about the Toledo schools, presented concisely in the hope that even the busiest Rotarian may find time to glance them over.

1—Toledo enrolls twenty-eight thousand children in her public day schools.

2—Free textbooks are supplied to pupils in all grades, as well as in the high schools.

3—Kindergartens are established at every school building, with a two-year course.

4—Manual training for boys, consisting of shop work and drawing, is provided at all schools, from the fifth grade to the eighth. In these same grades, all girls are given training in sewing and cooking.

5—Toledo was the first city in the United States to establish a school savings system, and her pupils bank twenty-five thousand dollars each year through this system. Thrift is an important part of public education.

6—Additional land for playgrounds has been purchased for many buildings, and the policy of the board of education is to give every school an ample playground. Both Scott and Waite High schools have splendid sites of eight and twelve acres, respectively.

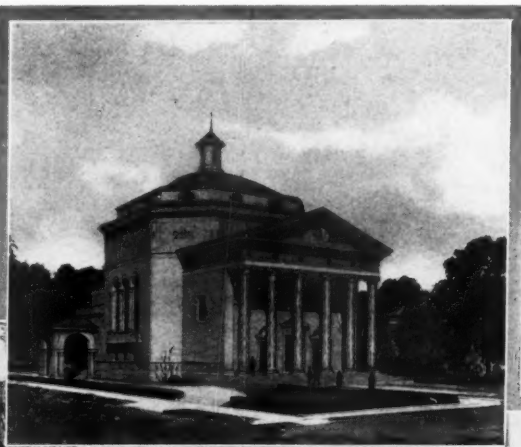
7—Medical inspection of school children is carried on by physicians in the employ of the board of education. This inspection is supplemented by home visitation on the part of five school nurses. A dental clinic is provided for children whose parents cannot afford to employ a dentist.

8—Special provision is made for children who are deficient mentally, whose presence in the ordinary school room is a detriment to the class. These unfortunate children are placed in separate classes and are taught by twenty teachers specially trained for this work.

9—Toledo lays claim to the best equipped open air school in the United States. The Cherry Open Air school accommodates sixty pupils. It is the only school of this type where the pupils sleep at the school, so that throughout the entire twenty-four hours they enjoy conditions most favorable to health and strength. Navarre Open Air school provides for twenty-five more chil-

Some  
of  
Toledo's

Fine  
Church  
Edifices



*First Congrega-  
tional Church,  
now building at  
Collingwood  
Avenue and  
Virginia Street*



*Collingwood Presby-  
terian Church*



*Y. M. C. A. Building,  
opposite Court House  
Square*



*Roman Catholic Church of the Good Shep-  
herd, East Toledo*



*Y. W. C. A.*



*St. Paul's M. E. Church*



dren who have tubercular tendencies, or who are weak and anaemic.

10—A special school for deaf children, in which the oral method is taught, is provided at Broadway school. A special school for the blind will soon be established.

11—Evening classes in both elementary and high school branches are maintained for the benefit of those employed during the day. During the last three years these classes have had an average attendance of twenty-five hundred pupils.

12—The Woodward manual training school for over-age boys who have become stranded in grades five to eight is proving a splendid success. The special opportunities for hand training and the practical courses offered, hold these boys in school and encourage them to become alert and industrious pupils.

13—A teachers' pension system has been in operation for four years. Eighteen teachers are drawing annuities, and there is a reserve fund of seventy thousand dollars.

14—Last, but not least in importance, Toledo for sixteen years has had a non-partisan board of education of five members, elected at large. The men who at different times have served on this board have given their services from a single motive: the welfare of the Toledo schools. No partisan or personal politics has ever shown itself in the meetings of the board of education. Toledo's leading business and professional men have not hesitated to give fully of their time and ability in the guidance of the educational policies of the city, and the progress made during the past ten years is chiefly due to the unselfish service thus given.

## Religious Toledo

By Rev. Allen A. Stockdale

**T**OLEDO is a city of growing churches. Religious Toledo is free from the hard and fast molds of inefficient traditionalism and in a position to grow and develop in harmony with the most modern ideas of true, effective work.

The Protestant, Catholic and Hebrew forces are wide awake and alert to the needs and opportunities of their own people.

The Y. M. C. A. keeps an ever watchful eye upon the young manhood of the city. The Y. W. C. A. opens its genial home to stranger girls and sheds its inspiring influence far and wide. The Salvation Army and various missions labor with most effective results where the sorrowing human driftwood is cast up by the tides of city life.

Religious activities are not of the conventional type in Toledo, but the churches are being built to supply the needs of the whole man, mental, moral, physical and spiritual. In a very gratifying way the programs of religious activity are being made to include the welfare of the young people, boys and girls, young men and young women. Congregations are keen to the fact that their ministers are busy public men, with heavy executive duties and strong demands upon their pulpit and platform powers, therefore their social expectations are in harmony

with such demands of religious leadership. To meet the full demands the churches are generously reinforcing their ministers with open church offices, in charge of secretaries. Expert leaders and directors of religious education, assistant pastors and parish visitors. Points of contact are being made through wholesome social activities, noon day lunches for working girls, and varied forms of interest for lonely hearts, such as pleasant Sunday afternoons and social fellowships. Athletics of all kinds are provided for boys and young men and extend even to the more adult fellowships in bowling leagues and kindred sports.

Religious Toledo stands sensitive to every moral reform and civic uplift. The forces of religion and the time and energy of religious people are ever ready to make Toledo a better city and a more decided influence for the highest and best in the Commonwealth of Ohio.

Genuine common sense is being manifest in the location of new church enterprises. Where one denomination finds that another is occupying and serving a new field, that denomination is allowed to render that service without the useless and unchristian interference of some other church trying to get a foothold. The churches are federated for coöperation and to unite their forces upon common and difficult tasks.

NOTE.—Rev. Allen A. Stockdale is pastor of the First Congregational Church in Toledo, Ohio, and a member of the Rotary club in his city.



*Summer Dancing Auditorium at Toledo Beach*



*"A Sylvan Lane"*



*Canoe Races at Walbridge Park*



*Conservatory and fountain, Walbridge Park*



*Ottawa Park*



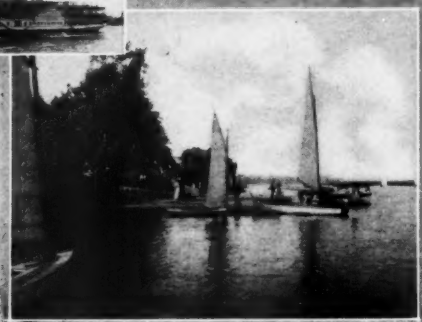
*The famous Lotus fields*



*Steamer Greyhound*



*An exciting heat*



*Yachting in the River*

The mission work in the slums represents the federal forces of the Toledo churches.

The pulpits are filled with fearless, consecrated prophets of the Gospel of Christ, men who are not in servitude to the opinions of certain pews, but ambassadors of the Mighty Living God.

The services of the churches are rich with the power of noble music, warm with the devotion and passion for service, genial with a welcome to the stranger and true fellowship of man.

Beautiful and worshipful church build-

ings are already in use and new ones are being built at great cost.

Religious Toledo is developing apace with commercial, industrial, civic, social and cultural Toledo.

Toledo is a city of the growing middle west, where true prophets of vital religion are given a most generous and appreciative hearing. Religious Toledo saves the soul from cynicism and the mind from doubt. Religious Toledo gives inspiration to men to be their highest and noblest selves, as commercial Toledo thrills and stirs men to great undertakings.

## Recreative Toledo

By Samuel Charles Black, D. D.

**T**OLEDO believes in health, wealth and happiness and that it is the duty of the municipality to help produce them all. With this in view, together with her growing industries, she is developing an admirable boulevard and park system.

Perhaps no city of its size in the nation is better supplied with public parks or has them more advantageously located to serve definite sections than Toledo. Exclusive of boulevards there are 1,084 acres given to park purposes. These beautiful recreation centers are visited daily by thousands of nature lovers and others who seek the open air. Each of the main parks has taken on a character all its own. Central Grove, lying in the north end of the city and easily reached by broad and well paved Collingwood Avenue, is the favorite of churches, Sunday schools, lodges and other fraternal organizations for their annual picnics. Here are many tennis courts and base ball diamonds as well as an ample gridiron. The shade is abundant and the undulating surface gives hillside and valley for picnic party and play.

Ottawa Park, lying in the western suburb, has many natural attractions of stream, woodland, hill and vale. Here again tennis courts and base ball diamonds abound, while quiet nooks for family or group picnics are everywhere. But the pleasure which characterizes Ottawa Park is golf. One of the best nine-hole courses in America is here. The hazards are practically all natural ones, of water, hillside, forest and pine tree. The

player has this advantage, that while he follows the evasive gutta-percha, he is reveling in scenes of nature that cannot be surpassed. While the course is public and chiefly maintained by the city, it is used by the Toledo Golf Club, which has its neat and attractive club house near the ninth hole. Arrangements are already under way to extend the course to eighteen holes. Frequent matches between its members and those of Inverness and the Country Club keep the Toledo Club and its excellent course ever before the public.

Walbridge Park, lying in the southwest section of the city, is skirted by the beautiful Maumee River and pierced by Broadway with its convenient street car service. Walbridge Park is frequented especially by those who seek pleasure. An attractive zoo, to which new animals are being added from month to month, is maintained. This is one of the largest free zoos in the United States. All of the specimens usually found in such collections are at Walbridge. The elephant "Babe" lends himself cheerfully to the frolics of the children, carrying scores of them on his back from time to time, giving them the experience of their lives. Broadway, near the park, is lined with modern amusements such as moving pictures, skating-rinks, dancing pavilions, merry-go-rounds and loop-the-loops of various figures. The adjacent river tempts water lovers to the sailboat and the canoe and throughout the day and evening the river is overspread with pleasure craft. Ample pavilions here and in the other parks of the city provide conveniences and necessities for lunches and picnic dinners.

NOTE.—Dr. Samuel Charles Black is president of the Toledo Playground Association, chairman of the Committee on Public Recreation for the Commerce Club, and a member of the Toledo Rotary Club.



*Millimore Apartments, Ashland and Winthrop Sts.*



*The arch of shade trees on Collingwood Avenue, an example of Toledo's beautiful residence streets*



*Residence of Edward D. Libbey*



*Bronson Place*



*Corner Robinwood Ave. and Bancroft St.*



*Public Tennis Courts at Ottawa Park*



*Boulevard Scene*



*Home of President DeVilbiss, of Toledo Rotary Club*



The scenery, especially on the river front, is magnificent. Automobilists ride back and forth enjoying especially the splendid river views out toward the Country Club and the famous battle fields of Miami, Maumee and Perrysburg. While not wholly maintained by the city, the loop ride up the right bank to Maumee, across the river and home again through Perrysburg down the left bank, is as celebrated a trip and as remarkable for scenery and exhilaration as can be found in any park system in America.

Municipal playgrounds, with apparatus for the pleasure and physical development of both boys and girls in separate but closely adjacent grounds, are maintained in four of our larger parks: Collins, Navarre, Riverside and City. In the last three, wading and swimming pools are maintained with strict oversight by capable directors. This equipment has been recently installed and the use to which it has been put during the last season urges the Board of Park Commissioners to install similar equipment in other parks and playgrounds.

Following the recent Child's Welfare Exhibit the Toledo Playground Association was formed. Its object is to coöperate with the city, the park and school boards in main-

tenance of play centers and particularly to press the opening of small play-areas in congested centers of population far removed from the larger city parks.

All Toledo officials and public organizations, including Rotary, are alive to the desirability of beautiful parks and healthful playgrounds. The new city charter, adopted at the November election, provides for ample public recreation and adequate supervision of all playgrounds. Nothing but clean and healthful pleasures are to be allowed. Our Commerce Club has created a new committee on Public Recreation whose task it will be to propose to the club, and through it to the city, methods of public recreation that will bring both health and joy. Sections of principal streets will be fenced off an occasional evening of each month as a playground for neighborhood children. In many cases music, moving pictures and various forms of entertainment will be provided. Toledo is thoroughly awake on the subject of public recreation and proposes to increase her boulevard, playground and public park facilities until no child within her borders and no weary workman in her mighty industries shall be without a place to rest and play close to nature's heart.

## Residential Toledo

By Leonidas Polk

**A**S THE business district of a city infallibly registers its size, so the residence district gauges its stability. Wherefore, Toledo's residence district is a source of constantly increasing civic pride. Few American cities have as beautiful or as substantial home development as Toledo.

Practically every thoroughfare within the corporate limits, outside the business district and its outlying centers of trade, is completely built up with homes; yet scarcely any of them presents that crowded appearance which denotes houses shut off from the sunlight and breezes necessary to hygiene and comfort. The iniquitous thirty-foot lot, the curse of so many American cities is, comparatively speaking, rare in Toledo where houses are built with healthful open spaces on each side. The beauty of the residence district is further enhanced by the practically universal rule of setting houses back a uniform distance from the front lot line and by the abolition of fences.

Four separate and distinct residence sections house Toledo's population. Each is separated from the others by physical barriers, such as railroad lines, canals, creeks, the river and lowlands. Each has developed irrespective of any movement in the other. This has made for individuality and for continuity in the growth of each section. Toledo, as a home city, is really four cities, each with its local pride and all engaged in a friendly rivalry for supremacy. All this makes for a more beautiful city.

The crowning glory of Toledo's four home sections is contributed by its trees. Viewed from the top of one of the city's tall buildings, Toledo in the summer time has the appearance of a great business center surrounded for miles on every side by waiving forests. The city's homes are quite hidden by foliage. The tree growth is so dense that even the oldest streets still retain the atmosphere of the aboriginal forests from which they were carved. Mile after mile of paved

streets run beneath overlapping trees, shady vistas that breathe peace, quiet and content.

Toledo is now filled to its corporate limits. In the great west end, where the biggest growth has taken place in recent years, it would be practically impossible to purchase a score of desirable lots at any price. Values here have doubled, trebled and even quadrupled in four years and home building has been phenomenal. What is true of the west end is true, in little less degree, of the city's other residence sections. Toledo has reached

the point where its swiftly growing population must pour into suburbs to find shelter. Records of the past two years would show that the sale of suburban property for residence development has been on a scale unbelievably large.

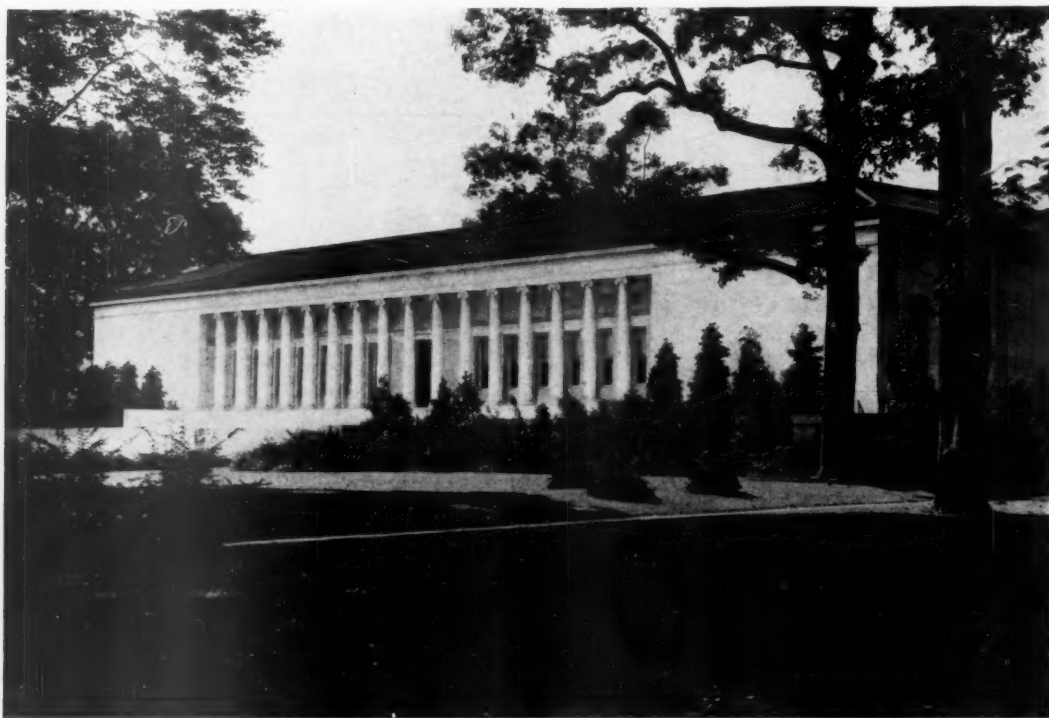
Toledo is growing fast, faster than ever before since it leaped from the village to the city class. The reason it is growing is because it is a good city to work in and to live in, and the proof of this is the beauty and the unbroken development of all four of its residence sections.

## The Toledo Museum of Art

By George W. Stevens

**T**OLEDO is not a rich city nor yet a large one. Many other cities of the country of greater size and wealth and still without museums of art should, in the natural course of events, have afforded their citizens the benefits of a museum long before

sufficient to build and maintain such institutions. These cities are to this day without museums of art, and as a consequence a generation or more of people have gone forth in life bereft of the benefits which an art museum is able to give to a community. It is



Toledo. Before there were even dreams of a Toledo Museum of Art, there had been bequeathed to two other Ohio cities, large sums

quite evident therefore, that something else besides money is needed, this something else being intelligent and unremitting effort on the part of a person or a group of persons working in absolute harmony. The Toledo Museum of Art, if it accomplishes nothing

NOTE.—George W. Stevens is the director of the Toledo Museum of Art and a member of the Toledo Rotary Club.

more important, at least demonstrates to sister cities the possibility of creating a museum without bequests, endowments, maintenance fund or municipal support.

Some twelve years ago, a hundred or more citizens agreed to give ten dollars a year each for the purpose of starting a Toledo Museum of Art. Quarters were rented where transient exhibits could be held. Good exhibitions were arranged and were paid for by the annual dues of members. Those who could afford, paid admission or were otherwise called upon for support. Those who could not afford it, or who felt that they could not, were invited to attend on free days, not only the adults of the town, but the children of the schools. The Museum at once became an active center in municipal life, and those who contributed to its support, felt that satisfaction which is the reward of giving to their fellow men. Before long, the Museum was established in a large, old-fashioned private house, the upper floors of which were converted into very passable galleries.

By 1908, this building was far too small to accommodate its rapidly growing collections and its manifold activities. The time had come for expansion. Toledo, at that time, like other cities, was still in the clutches of a panic, but as it was necessary to arrange for further growth, President E. D. Libbey offered to give to the Museum, fifty thousand dollars, if a like sum could be raised by public subscription. He was hopeful, but not confident. Notwithstanding the financial stringency, the fifty thousand dollars was raised in less than a fortnight by small contributions from no less than thirty thousand people in all walks of life, including the children of the public schools, whose pennies and nickels filled a bank window. The girls of the factories gave of their small earnings, and collections were even taken up by the members of the colored churches of the city. This substantial expression of public feeling was contagious and those who had already given generously, were encouraged to give still more. Mr. and Mrs. Libbey contributed a beautiful piece of property on which the Museum now stands, and Mr. Libbey more than doubled his gift, as did the trustees and many of the members. As a result, the present classic building was opened free from debt, January, 1912, the structure and

grounds being valued at about half a million dollars.

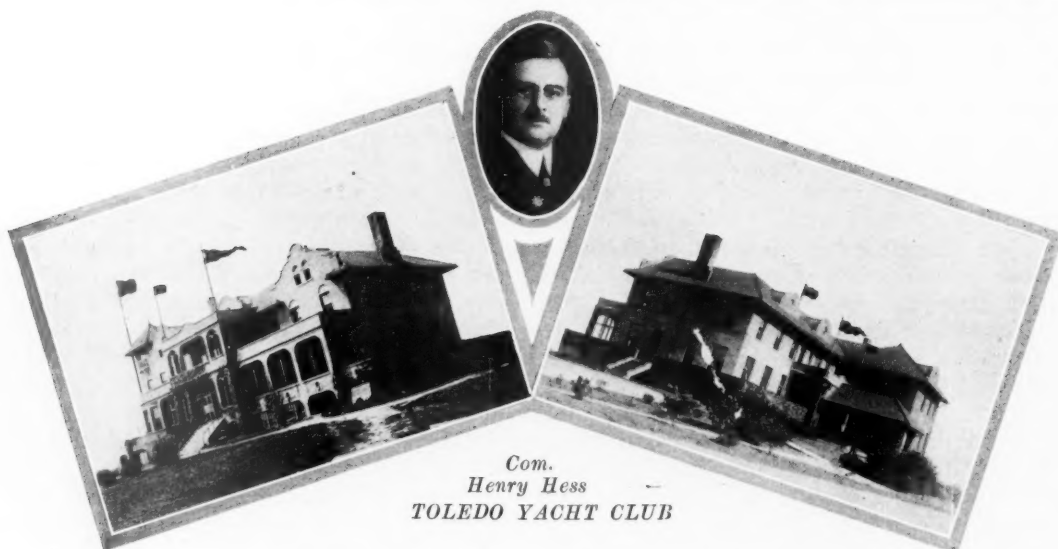
The building, a white marble structure, has a frontage of two hundred feet and a depth of one hundred and fifty feet. It stands in a stately park of forest oaks, well back from the thoroughfare and is approached by a series of beautiful terraces in which a great pool reflects its eighteen monolithic columns. The Museum is unusually accessible, being situated in the heart of the city, on two car lines, and is easily reached from every direction. It is maintained by 2500 members who pay annual dues, ranging from five dollars to five hundred dollars, according to classification.

During the season of 1913-14, seventy-three per cent of the population of the city visited the museum, which is by far the largest percentage of attendance in any city in the country.

The Museum's permanent collections consist of paintings, sculpture, prints, Oriental art, ceramics, Egyptian antiquities and textiles and its activities include a thriving camera club, an art school, a lecture course, a woman's art society, art history classes, a business girls' club, a boys' collectors club of three hundred members, and a public art reference library.

During the past year, thirty-seven exhibits were held in the museum, made up of two thousand six hundred and ten paintings and art objects, and numerous transient exhibits were organized and sent to various Ohio cities.

The museum conducted a City Beautiful campaign during the past summer, instructing children and citizens in the method of beautifying their school and home surroundings with flowers and shrubs. Some four hundred illustrated lectures were given to over thirty thousand children, and two hundred and fifty cash prizes were awarded for the best gardens. A child welfare exhibit was conducted, to which fifty thousand people were admitted free, and instructed as to how to better the local conditions surrounding child life. A campaign has been started for the preservation and protection of our natural song birds, and in short, the museum is in the fore in all movements tending toward the aesthetic betterment of Toledo and vicinity.



Com.  
Henry Hess  
TOLEDO YACHT CLUB

## The Toledo Yacht Club

By L. G. Medbury

**P**ROMINENT among Toledo's representative clubs is the Toledo Yacht Club.

Ever since 1878 when a small comfortable club house was erected on Gard Island, this organization has played a large part in water sports as well as the growth of Toledo, for no matter what subsequent year you scanned the membership roster of this club, you would find there our leading citizens—the men responsible for the business and civic improvement of our city.

The club house facing beautiful Maumee Bay and Lake Erie, surrounded by lagoons and grounds beautified by effective landscape gardening, is one of the features of Toledo that is seldom overlooked by the visitor.

Comfort and enjoyment for all seems to be the motto of this club. Catering to suit the most fastidious, billiards, tennis, dancing, baseball for those who do not care for sailing, and yet, Rotarians will be interested to know that this club has reached unqualified success without the entertainment afforded by a bar.

The club has on its list seventy-five power and sailing craft ranging from the one hundred and eighty foot palace cruiser down to the "put-put" dingies.

Among the craft that have always attracted the most attention is the fleet of piano-finished cat boats which have claimed victory from both ends of the great lakes. Nearly every afternoon one may witness an exciting race among this class of rather wet sailors. The Toledo Yacht Club has won

trophies all over the lakes as well as many events supervised in its own waters and for this reason it is a dominating factor in the affairs of the Inter-Lake Yachting Association.

In the winter a wonderful sight greets the visitor: A snow-softened landscape, and over the lake as far as sight penetrates, one great expanse of ice broken here and there. It is then that ice boating (a king's sport) is at its height. Big craft with fur clad crews dart here and there with incredible speed.

In the past five years yacht clubs have had many new interests to contend with, such as golfing, land motoring and other attractions, but due to Rotarian Commodore Henry Hess, these side issues have had no depreciating effect on our club. Our Henry has been with the club since he wore dresses and was caught navigating Lake Erie on a small raft. Since then he has been so necessary to the club that he has filled every office and is now on his second term as Commodore, as well as having been honored as Commodore of the Inter-Lake Association. Henry draws his salary as chemist with The Libby Glass Company of this city, but he lives his nights mostly, without time for sleep, at the club, and exhibits the same effective tireless energy there that he shows in his business.

In fact, when the secret is out, you will discover that some fifty Rotarians are listed as members in this club. Among those you know are Frank Mulholland, George Hardy and Thomas DeVilbiss.



## On to San Francisco! There's a Reason!

By Guy Gundaker

(Chairman Convention Program and Topics Committee)

**I**T TAKES enthusiasm to accomplish great things. We propose to have a great Rotary convention at San Francisco. With the desire of arousing such general enthusiasm as will foreordain the success of the 1915 convention I would call your attention to a few of the things that have been said by those whose privilege it was to attend the Duluth and the Buffalo conventions—the Houston convention is so fresh in our memories that any reference to it would seem almost superfluous.

President Emeritus Paul P. Harris closed his President's address at Duluth with the following words:

"Here's to success, real success, your success, my success, the world's success; and here's to the foundation of success, the practicalized, scientized, sterilized, vitalized, idealized foundation of your success, my success, the world's success—acquaintance, the dynamics and harmonics of Rotary."

The thrill of President Harris' forceful address permeated all of the convention proceedings. Men who before had only been "go alongs" awaked to the realization of the great truths of Rotary. The echoes of this convention still reverberate in many hearts but the written appreciations of its gift to Rotary are very few. We are fortunate, however, to have a few written expressions of the benefits derived at Duluth from the men who have done much for Rotary.

Mr. David C. Farrar of Pittsburgh, Pennsylvania, says:

"Rotary as I saw it at Duluth, impressed me as a great educational movement, teaching men to apply to their individual problems the enormous dynamic force that lies in mutual friendship, understanding, frankness and helpfulness.

"Strong men came from the four corners of our country to learn more of this force from each other, and to spread on their return, the knowledge they had acquired—the Spirit of true Rotarianism.

"My greatest regret is that I cannot fully convey to my brother Rotarians at home the spirit of that Convention. One had to be there to catch the enthusiasm and to realize the sincerity of those dead-in-earnest men, pioneers blazing the way into a new era of commercial life."

Mr. Russell F. Greiner, then president of the Rotary Club of Kansas City, says:

"I was possessed with but one regret during that happy week in Duluth, and that was that every Rotarian in the world was not present so they too could be thoroughly inoculated with this spirit of scientized friendship. That gathering would have fanned the embers of many a dormant ambition into a flame of unconquerable desire to see the beautiful doctrine of Rotary firmly established in every city in the world."

Mr. Mac Martin, famous Ad-man, of Minneapolis, says:

"Fraternity in Rotary was the keynote of the Duluth Convention. There is no subject so dear to the heart of man as friendship. There is real true friendship as an outgrowth of Rotary, I know. I felt it."

The next year we met in greater numbers at Buffalo and apropos of the Buffalo Convention, Mr. O. R. McDonald of Des Moines, Iowa, says:

"When I say that no man can convey to you the true import of the convention, I believe that I am speaking the truth. It is not the program of the convention that is most important—it is not the entertainment, delightful as that may be. The REAL THING is indefinable—it seeps into your being from innumerable sources and is absorbed in a continuous stream of impressions, electric currents of enthusiasm and optimism, which bring the conviction, without well defined reason, that this is a body of unselfish men, gathered together for the purpose of making the world a better place in which to live—for the purpose of helping each other over the rough places—lifting the load from the shoulders of the weak that their steps may not falter—lending a helping hand when it is necessary, but better than all else—there is the feeling that these men are helping each other to grow strong—that the strong is giving to his weaker brother of that which he has, but that he in return is receiving something of that finer feeling and sentiment, in the giving, that makes him stronger still."

Mr. Glenn C. Mead, who was at Portland, Duluth and Buffalo, says:

"However interested a man may be in Rotary, he will never get the full measure of its inspiration and meaning until he has attended at least one of the Annual Conventions. Personal contact is the most powerful influence in the relations of men; to meet the brilliant and forceful leaders of Rotary, from all the great cities and countries enrolled upon its membership list is a life-long inspiration. The Rotary Convention is the fountain of perpetual youth and enthusiasm and renews our faith

and zeal. It has become an essential part of the work and plan of Rotary. If you want to be a through and through Rotarian, attend the Convention."

And this marvelous inspiration has come notwithstanding the most elaborate and continuous programs of entertainment that it has been the privilege of any organization to enjoy. Chicago, Portland, Duluth, Buffalo and Houston have all in turn opened their gates and made life worth living for the visitors within them. We know that the hospitality which we will receive at San Francisco will be wholehearted and as satisfying as any entertainment ever could be but

this 1915 Convention is going to be essentially a working convention. The San Francisco and Oakland men have guaranteed us a working temperature and facilities for all kinds of simultaneous and successive meetings, so that Convention sessions, section meetings and Round Table gatherings will take place like clock work. The Association committee on convention program and topics and the San Francisco local committee on arrangements are both hard at work. We are preparing to make your week in the Convention City enjoyable but we are also arranging to give each one attending this convention work to do.

ROTARY CONVENTIONS ARE MARVELOUS FOUNTAINS OF INSPIRATION. ASK ROTARIANS WHO HAVE ATTENDED A ROTARY CONVENTION IF THEY WOULD WILLINGLY MISS ANOTHER.

## Governor Arthur Capper, Rotarian

By Cecil Howes

KANSAS claims the honor of the first Rotarian governor. It may be that Kansas is a little too fresh in its claim, being only recent followers into Rotary, but the Kansas Rotarians believe Arthur Capper to be the first Rotarian to be chosen to the executive head of any state.

Arthur Capper is a charter member of the Topeka Rotary Club. And he is a true Rotarian too. He has a program of human interest that seems almost too altruistic for any commonwealth. But he is a fighter and has the backing of the people of the state and should be successful in putting into actual operation in Kansas everything that Rotary stands for.

Rotary takes no consideration of politics and Arthur Capper is a member of the Topeka Rotary Club by reason of his publishing business. He came to Topeka thirty years ago from Garnett (Kans.) where he was born. He walked into the office of



Governor Arthur Capper

*The Topeka Capital* and asked the foreman of the news room for a job. He is a printer. The printers of *The Capital*, having been paid that day, were off on a "high lonesome" and Capper was put to work. Now he owns the paper and several others and has in his employ some of the men he worked with thirty years ago. Besides his newspapers he has a big job printing and general publishing business and an engraving plant with numerous branches.

It was Arthur Capper who saw to it that every kid in Topeka had a Christmas each year until the Good Fellows came. He organized clubs for boys and girls for various pursuits and gave substantial prizes for good work. He has been advocating a minimum wage law for women workers and put it into effect in his own plant before he started the agitation.

For the next two years Kansas will be governed with the precepts of Rotary as the guiding hand.

## Selling Real Estate

By Albert S. Adams

**D**O YOU know the highest price ever paid for a piece of real estate? I think it was about six hundred dollars per square foot for the lot at the corner of Wall Street and Broadway, thirty by thirty-nine feet, which brought seven hundred thousand dollars for the land.

There is a saying that "the best security on earth, is the earth itself." Industrial stocks of all kinds may lose their values; banks may fail and the stockholders' money may disappear, but put your money in the land and panics may come, depressions temporarily embarrass and prices sag, but if you have used ordinary judgment, traded through reliable brokers, land values will come back, and you at all times will have something to show for your money.

This is proven by the story of how an investment of three thousand dollars grew to five and one-half millions: "About sixty years ago, the old John Thompson Farm was sold to William B. Astor at three thousand dollars an acre, and the buyer was looked upon by many as a fool for paying such a price for rocks and trees. Two years ago his granddaughter, Mrs. G. O. Haig, sold one lot of this farm, being No. 374 Fifth Avenue, thirty-seven by one hundred feet, for four hundred fifty thousand dollars, which would figure the land at the rate of five million five hundred thousand dollars per acre."

For a long time when John Jones or Bill Smith made a mess of everything else he talked some building manager into renting him an office, bought a desk and a chair or two on the nickel down, nickel a week plan, got a typewriter on trial, and "went" into the real estate business, knowing absolutely



ALBERT S. ADAMS  
*Real Estate Expert*

nothing of realty values, his only chance to make a trade being to get hold of an occasional "sucker," with the result that buyer and seller usually came out dissatisfied and thoroughly convinced that all real estate agents were crooks and "second story" men.

But all this is changing, thanks to the organization of the National Association of Real Estate Exchanges, and the men who are in the real estate business and who operate legitimate offices are coming to realize and appreciate the dignity of the profession in which they are engaged, and really feel that the mere making of a commission on a sale or

a lease is secondary to the consciousness that they have given to their client the very best of their experience and judgment.

The successful real estate office must be built on confidence; your clients must feel at all times that you are first trying to serve them and profit them, and that the profit *you* make comes after. I know several offices in my city that have clients out of town who come in with or send in requests like this: "I have five or ten thousand. I want you to invest it for me." Now to beget such confidence and to deserve it, you must have an office equipped to serve such people.

First and foremost, the men of the sales force must be trained men; they must know values well; they must be thoroughly on the job regarding what properties are being sold and at what prices; they must keep up with the trend of development for sections change and frequently very rapidly. The high class residence section of today may be the high class business district of tomorrow, and again it may be the cheap lodging and tenement house district. The successful realty salesman must be able to see this and sometime help it. He must be broad, of good hard

NOTE.—Albert S. Adams is President of the Atlanta Rotary Club.

"horse sense" and at the same time somewhat of a dreamer, and he must have unshakeable faith in his city and its future greatness.

The most successful real estate offices have their sales force organized on specialized lines—salesmen who look after residence property exclusively; others who are experts in central business properties; others still on acreage and farm lands, and now that apartments have grown so in public favor there are salesmen who work almost entirely on the sale and exchange of such properties. The reason for this is apparent. The salesman who has clients dealing in large central properties has not the patience to sell residences which take a great deal of time; which have to be shown many times and usually mean many consultations with the whole family and most of the "in-laws," while the salesman who is most successful in selling residence property is not adapted to presenting large properties where the values run into big money, and again, the rapid growth of good real estate towns makes it necessary for a salesman to specialize in order to keep in touch with available property that is for sale.

Now after you have your sales force organized and a well located and attractively located office, the very important matter of listings comes up. All listings should be made carefully and when the price asked is too high, the owner should be given the reasons why you think so, for nothing is more hurtful than to have your files full of property which can't be sold on account of the price asked being out of line.

When property is listed it should be inspected immediately so that it can be presented to purchasers in an intelligent manner, for, the most successful salesman is the man who can answer every question which a prospect can think of to ask about the property. After the property is inspected signs should be put up at once, and these should be inspected regularly so that they can be kept fresh and attractive.

For quick reference my office uses different colored cards for listing various classes of property, and subdivides these according to sections of the city and price, so as not to take the time of the customer by hunting through a lot of listings he is not interested in.

We also keep a file of buyers and people who are able to buy, showing the class of property they usually trade in, etc., so that

when property is listed for sale, this file can be looked over, and prospects obtained who may be interested.

One of the best methods of familiarizing the sales force with property which we have used, is to assign a block to each man. He goes all over it and draws a plat of the entire block, showing the lines of each lot, the alleys and improvements. He then goes to each owner and obtains the price asked, if for sale, what the rental is, the loans and length of leases. These plats are then gone over at the office conference which is held every morning, possible or probable buyers are discussed, whether the prices asked are too high, why this man should own the adjoining property, how the vacant lots could be improved, etc.

Our office has a list which we had made from the city tax books, showing the streets with the name and address of the owner, the size of the lot and the assessment. This is easily kept up to date by making a note of all transfers as published in the daily report of transfers, and we find this an almost invaluable adjunct to our office.

Advertising plays an important part in a real estate office, and to put much imagination and "pep" into advertising copy for real estate is about the hardest thing I know. One has a fine chance for word painting in an ad describing a "lot 50 x 100 feet on James Avenue for \$1,000." We have found that the closer you stick to plain facts and exact statements the better are the results. I am a firm believer in signs; in my opinion the best advertising a real estate office can do is the liberal use of signs. Get signs with distinctive lettering and a combination of colors so that "he who runs (or rides) may read," and they will bring you more inquiries than any other advertising you have to pay for. But the best and most lasting kind of advertising is the confidence of the public, and this can only be gained through years of square dealing, clean methods and Rotary principles; without it, you can't sell corner lots on the main business street for a dollar a foot.

When I mentioned the highest priced land in America I hadn't heard the following story:

An investment company owned a lot and decided to erect a skyscraper for their own offices and as an advertisement for the company. After the building was completed and the owners had moved in and were feeling a bit "chesty," a competitor who owned the



adjoining lot sent them word that they had put their building one inch over on his land. They could not see how it was possible, but after having it surveyed it was found the other company was right. Of course it was a mistake, they explained, and they would gladly pay for the inch. Well, the other company didn't want to sell, but finally agreed to sell at their own figure, which was \$500,000 for the inch. Well you can imagine the howl that was raised, and they were in despair until it occurred to some one "why not chip an inch off." So a force of men was put to work and after a while the job was done. Some time later the other company decided that it also wanted a monument. So it got busy and erected a skyscraper and of course it had to be a story or two higher and a bit "showier" than its neighbor. It too was finally finished and Company Number Two moved

in and was a little more "chesty" than Company Number One had been. But Number Two came down to work one morning and found a lawyer from Number One with a polite notice stating that Number Two had erected its building one inch over on the land of Number One and a bill for one million dollars was presented. Holy snakes and catfish! How could it be possible? They had built their wall up flush against Number One's and right there had made their mistake, for the President of Number One was a wise old guy in his day, and when he gave the order for the chipping it called for two inches instead of one, and Company Number Two got just what was coming to it.

This indeed is the most unique plan to sell real estate the writer ever heard of, but he does not recommend it for general adoption. Its principle is not that of Rotary.

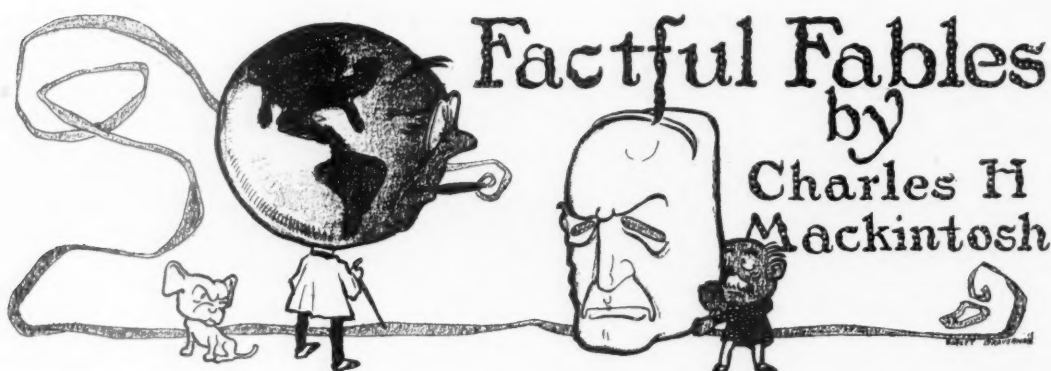
### The Rotary Spirit

**R**ED ROSES for the living, and handclasps warm and true,  
A heart that's tuned to giving, and strength to dare and do;  
The sound of honest laughter, the joy of honest toil;  
For those that follow after, to leave a finer soil.  
All this has been and ever will be the Rotary plan,  
A man's sincere endeavor to serve his fellowman.

A little less self-seeking, a little more for men,  
Less bitter in our speaking, more kindly with the pen;  
A little less of swerving from paths of truth and right,  
A little more of serving and less of dollar might.  
More peaceful with our neighbors, and stauncher to our friends,  
For this all Rotary labors, on this its hope depends.

To smooth the way for others, to make of life the most  
To make the phrase "our brothers" mean more than idle boast;  
To praise sincere endeavor, when praise will spur it on,  
Withholding kind words never until the friend is gone;  
This is the Rotary spirit, this is the Rotary dream,  
God grant that we may near it, before we cross the stream.

—EDGAR A. GUEST, Rotarian.



**C**HARLEY R. Q. JONES was a Salesman and also a Sucker, as most good salesmen are.

Any gink with a good Sales-Talk could sell him a Skunk-Otter coat during his Summer Vacation at Palm Beach.

Because he would become so Wound-Up in the good Sales-Talk that he would forget what the Other Fellow was trying to Put Over on him.

And he would Drip his initials along the Dotted Line before he came out of his Daze.

So it was that one of our Cousins sic'ed a Big Block of perfectly pleasing Oil Stock onto him.

The stock represented a Real Well way up on the Rim of the Arctic Circle and all you had to do to become Rich beyond the Screams of Avarice was to run a railroad up there and Get Busy.

But first you needed some More Money.

So Jones decided to Sell some Stock for Development Work.

He didn't know a thing about Oil-Welling but he *did* about Salesmanship.

He knew that the sub-strata of all Salesmanship is acquaintanceship, because he had heard Hubbard say that we must do business with Our Friends since our enemies are onto us.

The natural and Obvious Thing was to become merged among a Rotary Club and this Jones proceeded to do, setting himself down on the Roster as President and General Manager of the All's Well Oil Wells.

And then he began to Grow Industrious among his already near acquaintances.

The very week after he had Explained how Glad he was to be among Us and how he wouldn't take up any more Time just then, he selected a small, pale Rotarian with a

Reasonable Rating and prepared to Place the Prongs.

"Old Man," he said, leaning heavily on the Victim with one hand while he purloined an Only perfecto with the other, "You are Fortune's Favorite!"

The Victim blushed a beautiful brick-tint and Enquired to Know.

And Jones went on to Unfold his Mental blue-prints and Standard Oil Agreements.

After he had Conversed himself down to a hoarse Whisper, the Victim plucked up pluck enough to ask "But why am *I* selected for this honorable Good Fortune?"

"Because you are a *Rotarian*, my dear friend," jibbed Jones joyously, radiating Rotary from every rib.

But right here the Interlocking Gear seemed to have Shed a few Teeth, for the Victim sadly shook off Jones' mitt and reclaimed his Only cigar.

"My dear sir," he rotated "Whenever anyone tries to sell me anything *because I am a Rotarian*, I feel two equally Irresistible Convictions creeping over me."

"And what be those?" enquired Jones, detecting a certain Lack of Solidity in his former Standpoint.

"The first is, that if I buy I am a Fat-headed Fool which is the Precise Reverse of a Rotarian."

"And the second—?" Jones now knew that there wasn't and never had been anything in this dumfool Rotary Rot, but his Cursed Curiosity Carried him away.

"And the second is that any man who tries to Sell Me on any such basis is a Rotten Rotarian and ought to be ejected from the club on the back of his neck!"

And when this came to the Combined Ear of the Club, they took cognizance thereof and made it Unanimous.

*And So Say All of Us.*

NOTE.—Charles H. Mackintosh is the editor of "Logging" and a member of the Duluth Rotary Club.

## Fire Waste and Fire Prevention

By L. S. Akers

**T**HE matter of our appalling fire waste is purely an economic problem, and can be solved only through the medium of education.

I have made a careful study of this great question for some years, and have had much practical experience, and with all that, I feel that I only grow deeper in debt to my fellow man as I learn.

In order to convince the reader of the importance of this matter, I desire to refer to a few statistical facts, and to comment on the subject purely from an economical standpoint; to compare our fire losses to those of Europe, and some of our insurance laws to the laws of Europe, especially those of Germany.

In the United States and Canada (and I have never been able to learn why the insurance companies never separate the United States from Canada in giving out the figures) we have an average annual fire loss which approximates two hundred and fifty million dollars, which is about equal to half as much as is spent in buildings. This amounts to about three dollars per capita for every man, woman and child. In Germany the losses amount to only about thirty-three cents per capita of the total population, which shows that the losses here are about nine hundred per cent to those of Germany.

In Germany they have an average, annually, of eight fires to every ten thousand population. Here we have about forty fires every year to a like number of people.

In Germany a man is held responsible for the loss of his neighbor's property if damaged or destroyed by fire originating on his own premises. Here we care little about our neighbor's house, as is best shown by the fact that often a man will erect a frame building of inferior fire-resisting qualities in dangerously close proximity to one of better construction and less liable to have a fire of its own origin.

If a man burns out in Germany he cannot collect a dollar of his insurance, so I am informed, until a board or commission, duly appointed for that purpose has passed on his case and exonerated him from any and all blame in connection with the fire. The laws there force him to take every precautionary

measure against fires; to install proper fire-retarding devices and fire appliances; to keep his premises clean and free from rubbish and such accumulations as might easily cause a fire, including the storage of volatile and highly explosive fluids, etc., etc.

In the United States we have laws that, according to my way of thinking, actually put a premium on arson and fraud. We have such laws as require insurance companies to pay the full face of the policy in case of total loss, regardless of the actual value of the property insured. This encourages over-insurance, and over-insurance, coupled perhaps with bad business, causes an incentive for arson. The idiocy and injustice of such laws is an outrage against organized society, and the degree of this folly is surpassed only by the ignorance of the people who elect inefficient and inexperienced men to the legislatures and then stand idly by and allow such unbalanced thoughts of immature minds to be enacted into laws that affect the people in an oppressive manner. We must come to realize that every bad law enacted that tends to increase the cost of fire underwriting necessarily adds to the cost of insuring, and the expense must be met by the people and not by the companies. You cannot make a law to compel an insurance company to insure a certain class of property at a fixed rate of premium and then impose conditions that make it impossible for the company to pay the losses from the premiums collected. The insurance business is a sort of big co-partnership in which we are all partners, and the only way that we can ever get the full benefits of this industry is to do our part in reducing the liabilities. Therefore, if we expect to lower the cost of insurance to ourselves we must first lower the losses. We must make our buildings of better construction and less susceptible to fire; must take all the possible precautionary measures against fire, and see to it that our own premises are kept clean. Then we will have lower insurance rates, because we will have fewer fires.

When the people of the country as a whole realize the indisputable fact that every dollar spent in paying fire losses makes the country that much poorer—that a fire loss is an absolute loss to the people in their sovereign estate—then surely they will wake up

NOTE—L. S. Akers is a member of the Memphis Rotary Club.

to the great responsibility that rests upon them, individually and collectively, and make an earnest effort to relieve the situation. Very few people have ever stopped to realize the magnitude of our great fire waste.

Nothing but perseverance on the part of the very few people now fully aware of the great importance of this matter and who are interested, actively, will ever bring the general public to a full realization of the true state of affairs and inspire them to join in this great work. It is discouraging to see how slow the public is to take up a matter of this kind until it is thoroughly understood; and it is more discouraging to see how little attention the public pays to such matters even in an effort to try to understand.

The insurer—that is, the man who insures his property—is always kicking about high rates of premium, seldom ever stopping to realize that he himself is as much responsible as anybody else for this fact.

I do not propose to try to defend the fire insurance companies against public sentiment in any way at all, for they are able through their agents to show facts and figures which defend their methods. But you will doubtless agree that until we make our buildings fireproof the insurance companies are an indispensable necessity to commercialism. No man can get credit who has not his property investments reasonably well insured. Furthermore, the insurance companies are doing more to advance the cause of fire protection and thus decrease our tremendous fire waste than any other public agency. They offer very liberal credits for the installation of approved fire protective devices and appliances which, in many cases, actually pay the cost of installation in one to five years in the reduction of premium, thus making the matter a paying investment for the property owner. It is a business matter strictly with the insurance companies, and they make money by having these fire protective devices installed, and at the same time they render a great service to the nation. If it is a paying proposition for the insurance companies, is it not a much better investment for the property owner?

A man may insure his property for its full value and recover the full amount in case of a complete loss; but no man can collect compensation for the loss of business occasioned by having his establishment burned out. He is bound to lose customers, old and trusted employees, and many other consequential "set-backs."

Physical hazard is a term employed by fire underwriters to denote the susceptibility of a building and contents to fire, or its damageability. It refers to the class of a building, its construction and occupancy, want of care and protection, and its exposures or immediate surroundings. Moral hazard has its origin in fraud or incendiarism. While the installation of fire-protective devices and fire-extinguishing appliances is primarily for the reduction of the physical hazard, I think it reasonable to presume that it also has a decided influence on the moral hazard. If the physical conditions are of first-class, a man who might be inclined toward arson would naturally stop to realize that a fire under such conditions might cause suspicion.

There are many serious physical hazards that could be easily reduced to a minimum, a great percentage of which the people as a rule do not regard as very dangerous. For instance, the motion picture film is a very dangerous substance, being made of camphor and gun cotton, and when once ignited burns with intense rapidity. Few people know that one gallon of gasoline contains as much energy when properly mixed with air as ninety pounds of dynamite. This fact alone is certainly good and sufficient reason for the various city authorities passing drastic measures concerning the handling and storing of such dangerous fluids. The wood shingle roof is another great agency for the spread of flames, and it is surprising indeed that we have not had many more serious conflagrations than we have. People are careless about keeping their premises clean and free from rubbish, such as oily waste, scrap paper, excelsior and many other things from which a fire might start. A great percentage of our fires is caused from just such conditions, to relieve the same being a matter of comparatively small expense.

Therefore, we can readily see the imperative need of much education along this line. I venture to say that the people as a whole are more ignorant of these conditions and the possibilities for advancement, than on any public matter of half the importance. It can be seen from the figures quoted and facts mentioned herein that this matter is not a theory, but an actual appalling condition, and to apply the permanent remedy we must remove the cause.

If you want to do something worth while, make yourself and your neighbors realize the importance of the conservation of life and property from the ravages of fire.





## The Story of a Big Industry

By Henry Streetman

Decorations by Barnet Braverman

WITHIN the compass of a limited article, one can hardly give more than a synopsis of an industry that has developed within the memory of men still active in the business from the most simple and crude beginnings to possibly the second largest industry in America. *The New York State Ledger* statistics, which were published sometime ago and are recognized as an authority in these matters, place women's wear as the second industry in New York state. While not accurately classified, it is estimated that the whole output of the ready-to-wear business is above the half billion dollar mark.

So far as the number of people employed is concerned, it is a difficult matter to ascertain, but it is a matter of record that there are far above one hundred thousand persons in organized women's wear trade unions, and it is a well known fact that the workers are by no means completely organized.

There appears to be no available data to

determine just when the cloak industry can be said to have had a beginning. After investigation and personal interviews, and drawing upon my own memory, the date may be approximately set as the early '70's.

Being of the west, I may be pardoned if I appear to emphasize, or rather, to particularize, upon the progress of the western branch of the industry and some of its personalities. The Black family were pioneers and important factors in the establishment of the cloak industry in the west and the firm with which the writer has been associated since 1884 was founded by Alexander Black in 1861. Until 1876 they manufactured corsets, hoop skirts, and ladies' muslin underwear. In 1876 they engaged in the manufacture of ladies' and misses' cloaks. Until 1883, associated with Alexander Black was his brother Herman, who moved to Cleveland in that year and founded the H. Black Company, which has since developed into the great "Wooltex" concern, probably the largest cloak house in America, if not in the world, and certainly without a peer in the efficiency and beauty of

NOTE.—Henry Streetman is a member of the firm of Alexander Black Cloak Co., and a member of the Toledo Rotary Club.



**UP TO** the advent of the ready made garment, when mother or sister needed a skirt the family seamstress was resorted to.

its great plant. In the later seventies, the firm of D. Black & Company began making cloaks in the city of Cleveland, and became one of the foremost houses of its time. In 1895 they liquidated, the two senior members taking up other activities. Joseph Black, since deceased, entered the field of finance, and Colonel Louis Black is still actively engaged in The Bailey Company, which he founded and which is one of the largest and most successful department stores in Cleveland.

There were other pioneers in the western field that deserve mention here, notably Jacob Landesmann and M. T. Silver of Cleveland, both now deceased, and the venerable Joseph Printz, Sr., of Cleveland; Fred Siegel, Percival B. Palmer, Joseph Beifield of Chicago; A. W. Bischof, of Cincinnati; all of whom happily are still among the living and have achieved honored names and reputations in the business world. Of a still later period is A. S. Cohen of Toledo, who entered the field in 1889.

Among the pioneers of the cloak industry in the east were many men of esteemed name in the commercial world. Such names as Jonasson, Friedlander and Rothschild will always be associated with men of virile and strong character who stood for what was best in cloakdom in the early days. While they were, according to present-day standards, of the old-fashioned school of business yet they strove for clean methods and progressive efforts to advance the art of cloak making.

The beginnings of the cloak industry were

indeed simple. Up to the advent of the ready-made garment, when mother or sister needed a skirt, the family seamstress was called in or the dressmaker was resorted to and sometimes the tailor who made father's trousers also cut and made mother's cloak. According to present-day standards, the workmanship was as crude as it was laborious, lacking a gracefulness of cut or line.

With the exception of the seams that may have been done with the aid of the foot power sewing machine, the remainder of the work, even to the buttonholes, was performed by back-breaking and nerve-racking hand and eye application through the long weary hours from sunrise until far into the night. It soon became apparent to the early manufacturers that the almost primitive methods of manufacture could not tend to a practical and economic success, when an ever increasing demand was to be supplied. Necessity then became the mother of ingenuity and invention. About the first improvement to be made was the adoption of cutting garments by hand-drawn knives instead of by shears. This increased the efficiency of the cutter at least six fold. Then came the steam and electrically driven knife-cutting machine which further increased cutting capacity by no less than six fold.

The problem of machine buttonhole-making was the next to be overcome. An expert hand buttonhole maker could produce approximately seventy-five buttonholes per day. A power buttonhole machine, partly hand manipulated, was introduced that had a ca-

**THE FACT** that a style is evolved by the French modistes does not mean that it will be accepted by the world of fashion.



capacity of six hundred buttonholes a day. Remarkable improvements have been made from this early machine, so that at the present time there is one that will finish upwards of four thousand buttonholes per day. The great sewing machine companies saw their opportunity in the rapidly developing infant industry and lent their coöperation by producing high-powered and high-speed sewing machines and other inventions that stimulated every variety of hand sewing used in the manufacture of garments. Such clever duplications of hand work are now possible that it baffles the eye of the novice to discern whether hand or machine work has been employed.

Power pressing machines with electrically or gas heated irons supplanted the old unwieldy stove heated irons that could only be handled by strenuous physical exertion. As the result of all these improvements, a cloak plant with modern equipment is able to produce as many thousand garments per day as hundreds were produced by approximately the same number of hands in the early days. Nor has this been done at the expense of good workmanship, for American made garments are acknowledged to out-rank and ready-made garments of Europe where many of the antiquated methods still obtain.

The questions are often asked, "Where do styles come from? Who originates them? How do they come to be adopted?"

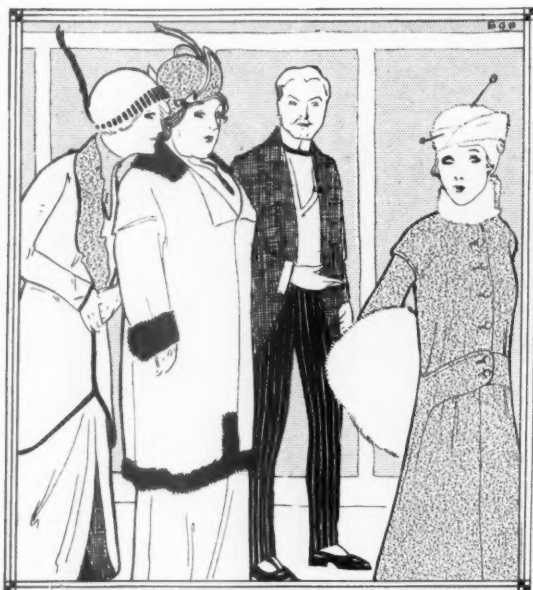
Paris is admitted to be the birthplace of fashion and the world recognizes its great

creative artists of women's dress. The fact that style emanates from Paris does not imply that styles are all French. Styles are cosmopolitan. French designers, in their search for inspiration, often seize upon some nation that is focused in the world's eye and adopt the characteristics of their dress as the predominating note of their creations. To wit, during the late Balkan war, Bulgarian costumes were launched, because Bulgaria was then a leading figure in that struggle from which it received world-wide publicity. During the Russo-Japanese war, Japanese garments of loose and flowing effects, with kimono sleeves, were in vogue.

Often some great event or epoch in the world's history is the vehicle for the creation of the mode. It would not be in the least surprising to see an era of military effects in dress, owing to the great conflict now going on in Europe.

The fact that a style is evolved by the French modistes does not mean that it will be accepted by the world of fashion. When the time arrives that the great costume originators are ready to present their creations, the leaders of fashion, women of the nobility and aristocracy of Europe, betake themselves to Paris. What they accept and then display at the races, the opera, the theater or on the fashionable boulevards are usually the accredited new styles.

Then there follow the designers, no doubt the greatest number of them from the United States, who go to select the models which are to form the basis of their lines for the com-



**THE AMERICAN** designer cannot be a mere copyist but must himself have originality and talent to produce garments of beauty and grace that will satisfy the discriminating taste of American women.

ing season. Here is where the visiting designer must exercise taste, judgment and keen discretion in the selection of the models from which we can produce American garments for the American woman. The garments purchased abroad are but models and not intended to be reproduced as in the original, but rather they contain the basic lines and style notes. The American designer cannot be a mere copyist but must himself have originality and talent to produce garments of beauty and grace that will satisfy the discriminating taste of American women, who as a whole are the best dressed women in the world.

As stated at the outset of this article, the ladies' ready-to-wear trade is one of the largest in the country. There were comparatively few houses in this line up to 1880. Even as late as 1885, one in the business could name almost every cloak house of consequence in the country. From then to 1890 there was a very considerable increase in the number of factories. They were generally formed by combinations or offshoots from the older parent concerns and were organized and conducted on the same general principles and by the same methods. The decade from 1890 to 1900 and up to the present time has seen a vast increase and multiplication of cloak manufacturers. So extensive has been this increase that while in the eighties they could be counted by the score, they now literally number thousands.

Two main factors were instrumental in bringing about this very remarkable increase

and in developing at the same time new elements and conditions that in a considerable degree, especially in the eastern market, upset old methods and created new economic conditions.

Whether these changes were wholly or partly detrimental or beneficial might better be answered by economists. In 1895 the first great cloak strike occurred in New York. Although labor was not organized, as we understand it today, and but little coöperation was to be found among the manufacturers, yet it was a protracted and bitter struggle. When the smoke of battle cleared away the cloak industry awoke to find a new order of things. Many of the leading concerns had suffered severe financial loss to such an extent that they were permanently impaired. Others were not prepared or in the mood to continue under the new order and liquidated or discontinued the cloak business to follow other pursuits. A number of these houses split up into units which were often composed of some of their skilled artists and artisans in association with capable salesmen or some of the executive officers of the retiring firms. These new organizations were bred to the higher ethics of the business and continued in the field of high class products, maintaining their prestige in a large measure and developing meritorious institutions.

The employe suffered great hardships and many of them, that were alert and had the initiative, perceiving that there was an eager demand created owing to the almost total



**THE GREAT** bulk of tailors come from Russia. The first wave came in 1881, after the persecution of the Jews in that country. They are for the most part men who are keen, capable, temperate and industrious.



cessation of the output of garments, surreptitiously broke away from their brethren and embarked in small enterprises, finding a ready demand for their product. This opened a new avenue into which many have since ventured, some with no success and others who have achieved a considerable measure of it are still forceful factors in the field.

The other important factor in bringing about the violent change above mentioned was the large influx of immigration. Of recent years in the east there has been a considerable number of Italian tailors and many Bohemians in the west, but the great bulk of tailors come from Russia. The first wave came in 1881 after the persecution of the Jews in that country. Each recurrent wave until 1890 brought further accretions to our shores. These immigrants are generally supposed to be untutored and illiterate. This is so only in a measure. While many, if not the majority of them, cannot read and write the language of their mother country on account of the lack of opportunity, yet each and every one of them read and write the Hebrew language, and have had their minds trained by the study of the great Jewish philosophers.

They are for the most part men who are keen, capable, temperate and industrious, bursting with a thirst for the opportunity that oppression and restriction have denied them in their mother land. Many of them, who through thrift and industry accumulate a small capital, start in the cloak manufacturing business in a small way. Often the whole working force consists of the family, and away from the beaten paths of the regularly

organized houses, frequently amid squalid and unsanitary surroundings. (This has largely been eliminated in recent years.) It is to be regretted that they often exploit their newly arrived brethren who have not as yet come under the influence of the garment workers' union and whose brief residence in America has not allowed them to learn their labor value. These institutions are usually without regular organization. They make but limited lines and their garments are copied from the models of the leading houses which employ high priced designing talent. The garments are cheapened and sold at a figure that is much below the normal price of the regularly organized and higher class institutions. However, from some of these unpretentious beginnings have arisen many notable and praiseworthy successes.

The workers in the cloak and suit industry have always been better organized than the employers. There have been some severe and prolonged strikes, partly justified and sometimes wholly without justification. Wages are good and for the most part cloak plants are arranged with thought for the health, comfort and safety of the workers. The best thought of the employer and the employee is to coöperate for the best conditions and remuneration of the workers and for a conscientious consideration of the interests of both.

Owing to these kaleidoscopic conditions, which I have attempted to set forth, the cloak trade is perhaps one of the most pronounced examples of an absolutely competitive business and broadly speaking is without standardization. Despite these vary-



**WE HAVE** learned that there is a joy and satisfaction in trying to serve the ultimate consumer with something of usefulness, value and beauty.

ing conditions, the industry seems to be growing far vaster and the forces that are at work and the law of economics bid fair to iron out the inequalities, and tend to place the industry on the basis and in the channels where a great trade belongs.

Although the manufacturers have not as a whole been as well organized as the workers, yet there has been some very creditable work done in that direction and in this the west has been conspicuously in the vanguard.

The National Cloak, Suit, Skirt and Dress Manufacturers Association is essentially a western organization. In 1903 the representatives of five western houses met and issued a call to all other western ladies' cloak and suit manufacturers to come together and form an association. In those days we all viewed our competitors with suspicion and distrust, in fact, we felt more like apologizing for our business than lauding it. We did not realize what we had nor did we realize that a business is dignified in the ratio in which we bring dignity to it.

The association was not formed for the purpose of controlling prices or production but rather for the development of efficient and clean business methods, for the elimination of waste, better cost accounting, the dissemination of style information and coöperation in correct styling and more efficient methods of manufacturing. We did not prate about the abuses we suffered at the

hands of our customers but we cleaned the Augean stables and corrected ourselves first and then attempted to regulate the others.

I have been connected with other business associations, but I am constrained to say I have not seen such a fine, helpful and unselfish spirit of coöperation in other lines as exists in the National Cloak, Suit, Skirt and Dress Manufacturers Association. Latterly the movement has been taken up in the east and notable progress has been made and it is our hope that the time is not far off when we will all be affiliated in one great association for the uplift of the whole industry, employees as well as manufacturers.

With all of its trying phases, changeableness, feverishness, dependence upon the whims and vagaries of the human being as well as the weather, with a product that at times is as perishable as fruit, we are fond of our calling. We feel that we are in an interesting business—one of refinement and art. Ours is an artistic calling, for when one makes a useful article and adorns and beautifies it, it becomes one of the highest exemplifications of art. In the development of our trade we have learned that there is a joy and satisfaction in trying to serve the ultimate consumer with something of usefulness, value and beauty.

It would seem that there is in the subconsciousness of us all that good Rotarian maxim, "He profits most who serves best."

## Estheticism in Home and Office

A Few Words of Friendly Criticism

By Charles Rohlfs, Craftsman

IN THE city of Buffalo there may be observed, by him who knows where to look for it, a charming residence—the home of Rotarian Charles Rohlfs and his talented wife who is better known to us as “Anna Katherine Green,” author of many delightful detective stories. Here in this restful retreat from the strenuous life we found Rotarian Rohlfs at peace with the world and not unwilling to saw a few words for the benefit of his fellow Rotarians of the United States.

Almost always it may be taken for granted that the things with which a man surrounds himself are indicative of his character and status as a man. This is especially so if the man has had some insight into the world of art and is guided by a fine sense of line or proportion.

As we came in sight of No. 128 Park Street we realized that within that residence must dwell some one with the artistic temperament. This conviction was intensified as we were permitted to cast our eyes about the soul-satisfying dining and living room shown in one of the pictures accompanying this article. But let us quote to you what Mr. Rohlfs said to us:

“It does not follow that large means are important toward satisfying the taste for things fit or beautiful; on the contrary a man’s sense of beauty is often shown by his generous elimination of non-essential things.

“As a nation we have not arrived at a point where general good taste is displayed. This will come with time and the gradual sinking-in of the cultural sense that teachers and schools are now more or less successful in impressing upon the nation’s consciousness.

“Our national ideals are all right but these ideals have not yet been translated into a national art. We are in the formative period

and are too much inclined not to give credence to the beckoning of our imagination. We lack heart in the sense of making our loftiest feelings pulse to a star-high time.

“Some of our countrymen have caught the sense of interpreting the meaning of the ideal as embodied in the idea of democracy. These men, either by a finer insight or an unconscious obedience to the call of the American ideal are gradually interpreting us to ourselves. When there are more of such seers and we have been made alive enough to sense the significance of their inspiration, the dawn of an American art will be upon us.”

Mr. Rohlfs went on to express his belief that the Rotarians are the real Americans, the men and women who understand and patronize American endeavor, the people who recognize the reciprocal idea of the ever turning wheel. In the words of our host:

“Rotarians are the people who realize that the great characteristics of the American are directness, probity, speed and justice. While these virtues have been feebly embodied in our architecture and furnishings, the day should come when all we have will reflect our very selves. Our architecture and furnishings do reflect us as we are now but we are leaving all that behind for our gaze is toward the zenith.”

We sought to lead our good friend to tell us something about his own home but instead he was in a critical mood and went on to say:

“We plan to build a house—the place we live in and which we call our home. By ‘we,’ I mean Americans *with* American ideas, ideals, and aspirations. We decide that the house shall be colonial in design. To commence with, we are not colonials. We do not dress, act, or occupy ourselves as did the colonials. Yet we live surrounded by things



CHARLES ROHLFS  
Craftsman



LIVING ROOM IN THE ROHLF'S HOME.

colonial. Why? Is it not incongruous? Are we not out of key with everything in sight? If we saw ourselves as the colonials might see us, would we not appear ridiculous to ourselves?

"Another man with an eye for the classical has decided to live in a home fronted with columns and a pediment. You go into the house and perhaps find Empire furniture but look in vain for people draped in toga or stole, and find electric fixtures emerging from fluted columns.

"Some are strong for Louis Quatorze. Another takes to the Elizabethan, but where are the ruffs, the farthingdales and the *gadzooks*!

"Now, there was a fitness in the styles of the periods and a relation between climate, pursuits, architecture and the dress of the people of Colonial days, while we in our scramble to be up-to-date deliberately and with childlike confidence plunge headlong into the out-of-date. We build a stone fire-place and put a gas log into it. Surely, we still believe in fairies and by some necromancy juggle ourselves into the belief that the gas log is a yule log. Who

says we are a people lacking in imagination? So we can go down the line, but why multiply our misfits? It is enough to say that the day of American culture, art and taste will be deferred until we realize the inherent possibilities of the unexampled enterprise, daring and power of the American idea transmuted into terms of art. Then we shall see!

"We are at fault when we show a lack of confidence in things conceived, designed and made in our great land, when we permit the magic of the word "imported" to warp our judgment and allow our vanity to stand in the way of encouragement to our own looms, shops, and studios. We export the very machinery on which is made the stuff that competes successfully with our own products."

Again and again did the intensely patriotic nationalism of this American Rotarian show itself in word and gesture as we discussed the future of the American people, their artistic development, their eagerness for efficiency and their comprehension of service as the purpose of life. He evidently has sought in vain for just the right adjustment of things in the business world, for he expressed himself thuswise:



"Look at the office. Here we are surely quite right. Our surroundings typify our aspirations. We plan our office furnishings and machinery to save steps and time, to insure reliable records, and to achieve the greatest result with the least possible friction. Our furniture is suited to the required work, looks like us and is like us. We are systematized to it and it to us. We are enamoured of system. Some of us like system so well and carry it so far that we have a system to run the system; but it all looks well and if sometimes cumbersome, we nevertheless accomplish a prodigious amount of work.

"By the way of digression, may I ask what becomes of all the time we save by the use of time-saving devices? Has anybody ever saved any time for any other purpose than to get more work out of himself and others?

"The idea in the beginning was to do the required work in less time by the use of various machines. The machines however are having their revenge by making us their slaves. The idea once seemed to be that by the use of time and labor saving devices that



EXTERIOR VIEW OF THE CHARMING ROHLFS RESIDENCE.

we would have time to develop our finer traits and so round out our activities with a sense of joy. It has not worked out so. Instead, we have made the machine, which in turn has made a machine of us—a 'Frankenstein' with destructive proclivities.

"This same killing perfection of system has pushed us so far that even our pleasures have become an affectation; and sport and recreation assume the aspect of a violation of our natures.

"I am the more inclined to affirm what I have said because I have not done

what I discountenance. My vacations have been taken as I worked. Slavery and I are not friends. System for system's sake is taboo with me; yet all is under good control—nothing slipshod.

"I speak feelingly, however, when I say that it is up to Rotarians to set the pace for an upliftment in taste, judgment and courage that will put the American idea on a pedestal. And that idea must savor of both the beautiful and commercial supremacy."

And so ended a pleasant visit and an interesting interview. C. REYNOLDS.

## Western U. S. Rotarians to Mobilize at Wichita

FROM Denver and Pueblo and San Antonio and Corpus Christi will come hosts of Rotarian delegates, and other interested members, to the "get together" Conference of Western Divisional Clubs at Wichita, Kansas, January 12-13. While the official committee for the Wichita Club, under former Vice-president Stanley, has provided an exceptional entertainment, it is to be strictly business and "for the good of Rotary" at the meeting. Business will be master and much benefit from the topics and program is expected by those in attendance.

Rotarian Skeel's splendid article on "Greater Rotary" and its membership restrictions, will have its inning; a plan to present a 100% record for efficiency in organization work at San Francisco Convention, ideas for stimulating attendance at next summer's Convention, Clubs' internal problems and dozens of other topics will constitute the

program. The "conveners," or executive committee, for the Western Conference is composed as follows: O. J. Fee, Lincoln, Nebr.; H. W. Stanley, Wichita, Kansas; H. L. Miller, San Antonio, Texas; G. E. Hancock, Denver, Colo.; W. B. Padlock, Fort Worth, Texas; C. W. Dawson, Muskogee, Okla.; Eugene Whittington, Oklahoma City, Okla. and Division Vice-President, Bob Cornell of Houston.

The attendance of President Mulholland, Secretary Perry and former President Greiner is confidently expected. An extra effort is to be made to secure delegations, or accredited representatives from the cities in Vice-President Cornell's division where Rotary Clubs are in process of organization. Altogether a splendid meeting is anticipated and Rotarians of the entire Association, regardless of club affiliation, are invited to attend.





# Robert H. Cornell



**W**HIPPED, suspended, expelled! A bugaboo to every teacher! These are some of the interesting incidents of the boyhood days of Robert H. Cornell.

Twenty years ago, when Bob Cornell went to school, there wasn't much of a chance for the average boy to give expression to his initiative or "spunk." He had to sit still with his hands behind his back and look like a wise old owl. Any sign of rebellion on part of the pupil against the cut-and-dried methods of the school room of those days resulted in an application of the rod, and if the latter failed, it was followed by expulsion or suspension.

Fortunately, educators today are aware that the rod is about the most futile means with which to develop discipline among children. They are finding out that work and study which demand the combined use of mind and hand produce the best results . . .

especially with the boy or girl who has initiative. Bob had plenty of initiative when he went to school. This is borne out by the evidence that he published a high school paper when only sixteen years of age. Bob says that he made money on it too, thus making it possible for him to finish high school. He has been in the newspaper business ever since he left college (he had two years of it) and that high school paper evidently was his first start.

In former days, Cornell lived in the atmosphere of "Uncle Tom's Cabin" and like

plays and had more or less fondness for the drama; but today he is a "movie fan." He is also a baseball and bowling "fan," and takes interest in attending Y. M. C. A. physical culture classes.

Once this question was put to him: "Are you a vegetarian?" And he replied, "No, I'm strictly carnivorous."

Bob may be carnivorous but for all we know it may be that his tendency to "eat 'em alive," is directed to books by Hugo, Riley, Longfellow and Shakespeare. These are the names of his favorite authors.

Cornell was given his introduction to this good old world on May 2, 1878, in the rural town of Monticello, Ill. At an early age, he moved to Terre Haute and became semi-cityfied. Somehow he worked westward until he landed in Houston, where he eventually became president of the Houston Rotary Club. When the International Convention took place in Houston, Bob was elected Vice-President of the Western Division of the I. A. of R. C.

Bob marched to the tune of Mendelssohn's "Wedding March" on December 29, 1898.

Rotary is Bob's religion. He says so himself. Hearken unto his words: "*Rotary made me! It has bestowed many personal benefits, but the greatest of all, it is teaching me to live! From its practices I am learning to distinguish the real, worth-while things in life. While it has helped me in many ways—not the least of which is the making of hundreds of new friends, through Rotary I am acquiring the key to greater business efficiency and the inspiration for service to my community and to humanity. In fact, Rotary is my religion.*"

## Rotary in Great Britain in War Time

By R. W. Pentland, President B. A. R. C.

"When I was asked as President of the British Association of Rotary Clubs to contribute for publication in THE ROTARIAN an open letter from our point of view of the war crisis in Europe, I felt reluctant to put anything on paper, knowing that among Fellow-Rotarians we have connections with those with whom we are unfortunately at war. I trust, however, that any expression that I may make, will be construed in the spirit in which I write.

"My first impression is that it is the duty of all Rotarians of Great Britain, Ireland and Canada, to be absolutely loyal to our country, as we believe, and are convinced from our information, that we are fighting for a just cause. It would have been incredible for us to have taken a neutral part in this great catastrophe, and would have been a disaster to the civilization of our Nation.

"To strengthen my opinion, one has to look to the magnificent response from all our country men at home, in our Colonies, and in other Possessions, not only in support financially, but in men, to prove the wonderful common bond which unites our Nation, showing that our policy of so much freedom which is granted, is the proper spirit in which to succeed.

"We are quite alive to the sacrifices which we are called upon to make, and we are each prepared to bear the burden. We firmly believe that we have no outward gain to expect from this terrible conflict, except the continued respect for Britain's word of honour.

"We fully appreciate the set-back in the general welfare of the world which will inevitably result, but there is no doubt that it was unavoidable, and had to be faced. In such a crisis, the call of all classes of men from their ordinary vocations is bound to tell on commerce, and the loss to all Nations through this, is most serious.

"A favourite cry is 'BUSINESS AS USUAL.' This is quite a noble idea, and while Rotarians in this country try to carry it out, it is not possible in all cases. No doubt some trades benefit enormously, and fortunes are made by supplying the necessities for carrying on the conflict, but general business gets a blow which it will take years to recover from.

"Certainly it is the duty of Rotarians to lay their lines in a business-like way, and not to take advantage of increased opportunities to get higher prices, but rather—if in their power—to do service by helping others less fortunate than themselves.

"I believe that through 'Rotary'—if carried out in future on lines laid down and improved upon as experience shows—we may be the means of creating a different spirit amongst rival Nations,

which may tend to reduce the feeling of hostility toward each other. The spirit of Nationality ought not to be encouraged, I speak generally, and the term of 'MIGHT IS RIGHT' in my humble opinion is wrong.

"There is no doubt that on looking back on history, one can trace enlightenment and progress as the result of warfare, but it is to be deplored that in the twentieth century of Christianity, such measures are still considered the correct method of dealing with differences.

"No doubt it is hard sometimes for a Nation—who is over-populated and cannot support their numbers in their own country—to see them drift to other lands, but to me this is not a loss, it is again the doctrine of Rotarianism—'SERVICE, NOT SELF'—doing good for someone else.

"The duty of Great Britain, Ireland and Canada, must be at the present time, to contribute to the best of their ability towards the suffering of those who are affected by this war.

"First we come to the dependants of our soldiers who fall in the field, and then we come to our disabled men who are sent home incapacitated for life.

"Then we have the poor Belgian people—who through no fault of their own—are in a terrible state.

"Rotarians in Great Britain and Ireland have set a noble example in supporting such Funds, and I am also pleased to note that our Canadian Brethren are doing a similar service.

"It is also a pleasure that the neutral country of the United States is contributing to the wants of Belgium, this is true humanity, but much more will require to be done, and I appeal to all Rotarians, irrespective of nationality, to rise to the occasion.

"Without entering into the conduct of the war, which is open to controversy, we, in this country, realize that neither party could honourably consider the United States' kind intervention for peace, at an early date, as we feel it is a case of life and death, and must be fought out one way or another.

"Can any Rotarian imagine what the costs are to be? It is estimated that at the present time, the cost to the combined Nations, is something like Seven Million Pounds, or Thirty-five Million Dollars per day. The war has now lasted over one hundred days, showing that the expenditure has been over Seven Hundred Million Pounds, or Thirty-five Hundred Million Dollars, and no one can tell what the ultimate bill will be, and the sad thing is, that this money is more or less wasted, and taken out of trade."



# Willis D. Archibald



**"R**OTARY has broadened my vision of life—especially business life. Rotary takes the bars off the dollar sign (\$) and makes it the S of Service. Rotary has made me view a business deal from the standpoint of Service and not from the profit end only. This means that both parties to a deal must each receive an equal benefit from it or it is poor business. Rotary has brought me a lot of friends in my own city whom I would not have known otherwise, and also has made me many friends in other cities." These are the sentiments of Willis D. Archibald concerning the benefits he has derived from Rotary, and in this respect he is not alone in acclaiming the good which Rotary does for the individual.

Willis D. Archibald, then, is for Rotary. The Rotary germ has firmly worked its way into the Archibald household, for Willis D. affirms that his three little girls, respectively eleven, eight and three years of age, are all strong for Rotary.

Willis D. first got in touch with the cosmos August 21, 1879, in Truro, Nova Scotia. Truro is a railway and educational center situated in the heart of the province. His father owned a good sized farm on the outskirts of the town and saw to it that his son Willis always had plenty of exercise. However, there are rumors that young Willis was continually bent on avoiding the coal bin and wood pile, and ever intent on having a healthy, "always hungry" boy's good time by fishing or playing "hooky."

After completing his studies at high school and business college, Willis D. started as an accountant for a wholesale grocery company in 1897. When twenty-one, he began selling loose leaf systems in Nova Scotia for a Toronto firm. In 1902 he moved to Toronto and three years later, with four others, he organized the firm of Business Systems, Limited, of which he is now a director and the western manager. So much for an outline of his business activities.

Football, baseball, musical comedy and an occasional opera are the principal amusements of Mr. Archibald. At one time he was a football player. In the realm of economics he is an apostle of Henry George, a member of the local Single Tax Club and of the Direct Legislation League. His favorite authors are Henry George, Scott and Burns. To keep himself in good physical trim, Rotarian Archibald plays ten pins in winter and lawn bowling in summer. Willis D. recommends a limited meat diet, which he says, makes him feel well. How a person feels should be the standard by which food should be judged, he thinks. He is also fond of walking.

Archibald is chairman of the membership committee of the Winnipeg Rotary Club and International Director of the I. A. R. C.

He joined the ranks of the benedicts in 1902. At the present time he is particularly interested in bringing American manufacturers into touch with opportunities in Western Canada.



## My Impressions of the Get-Together Meeting at Jacksonville

By Ralph D. Quissenbury

**W**HEN the call for a conference of the Southern Division of U. S. Rotarians was made very little was known as to its purpose, and, therefore, the representatives attending this conference had no instructions from their local clubs.

Our Montgomery delegation arrived in Jacksonville on an early morning train, and were met at the station by a dozen or more Jacksonville Rotarians with their automobiles. From this time on there was something doing!

I want to take off my hat to the Jacksonville and Tampa Rotarians for their style of entertainment. From the standpoint of real southern hospitality they set a pace that New Orleans (an expert in this line, and the next meeting place) will have to sit up over nights to beat.

My first impression carried me back to college days vividly. The enthusiasm, vim and jolly good fellowship were spontaneous and everywhere present. They characterized every Rotarian you met.

As I had never attended a Rotary convention, I was interested in observing the personnel of the men representing twenty out of the twenty-two southern clubs. It was indeed a fine, intelligent, business body of men. Who of those present will ever forget that wonderful flow of oratory during

the luncheon at the Seminole hotel? Cicero, Demosthenes or Bryan would have resolved never again to make the attempt! Yes, I have felt "chesty" about my Rotary membership ever since.

There were a great many helpful suggestions brought out at the presidents' and secretaries' round-table discussions. The presence of International President Mulholland, and John E. Shelby, Vice-President of the International Association for the Southern Division, was a great inspiration and benefit to us.

My strongest impression from coming into contact with this body of two hundred Rotarians was a deeper realization of the value of Rotary. I looked into the faces of those seasoned, experienced, business and professional men to find the real cause for their enthusiasm and strong, hearty hand-shakes and I could read it in their eyes—"HE PROFITS MOST WHO SERVES BEST." Yes, it is true. They had adopted the Golden Rule Policy in business—were giving efficient, conscientious service—and the result—! The look in the eye, the hearty hand-shake, the Rotary smile—"the smile all the while"—were inevitable.

There is a bunch of fellows in Montgomery looking forward to the next meeting in New Orleans.

Note.—Ralph D. Quissenbury is president of the Montgomery Rotary Club.

## "Hold Fast"\*

By Everard Jack Appleton

**W**HEN you're nearly drowned in troubles, and the world is dark as ink;

When you feel yourself a sinking 'neath the strain,

And you think, "I've got to holler 'Help'" just take another breath

And pretend you've lost your voice—and can't complain!

(That's the idea!)

Pretend you've lost your voice and can't complain!

When the future glowers at you like a threatening thunder cloud,

Just grit your teeth and bend your head and say:

"It's dark and disagreeable and I can't help feeling blue,

But there's coming sure as fate a brighter day!"

(Say it slowly!)

"But there's coming sure as fate, a brighter day!"

You have bluffed your way through ticklish situations; that I know.

You are looking back on troubles past and gone;

Now, turn the tables, and as you have fought and won before,

Just **BLUFF YOURSELF** to keep on holding on!

(Try it once.)

Just **BLUFF YOURSELF** to keep on—holding on.

Don't worry if the roseate hues of life are faded out,

Bend low before the storm and wait awhile. The pendulum is bound to swing again and you will find

That you have not forgotten how to smile. (That's the truth!)

That you have not forgotten how to smile.

\* By the courtesy of Stewart & Kidd Company, from "The Quiet Courage and Other Songs of the Unafraid" by Everard Jack Appleton.

## More or Less Personal



J. O. Corbett, representing the Economy Fuse, also a member of the Pittsburgh Rotary Club, came to San Francisco expecting to remain two weeks. Business was so good, the climate so attractive and the people so charming that he remained two months. Mr. and Mrs. Corbett left for Pittsburgh, but—with the assurance that they were going to sing the praises of San Francisco, her ability to entertain and his positive knowledge that the 1915 Convention would be a humdinger.

As far as an up-to-the-minute Rotarian is concerned, Dr. O. J. Scheetz of the Allentown Rotary Club has us all skinned a mile. He wears a hat with the word "Smile" in gold and a bow on the inside band in "Blue and Gold," the International colors. The doctor wears the hat week days and Sundays and keeps his eye on it when he takes it off.

Rotarians Charles Lewis, I. M. Johnson, Herbert Orem, Lynn Talley and Maxwell Neal of the Houston Rotary Club are all recuperating from colds and attacks of rheumatism. They're watching for the clear days.

One of the Boston Rotarians, Mr. H. P. Porter, keeps active in various kinds of organization work. The most important of his present organization "jobs" is chairmanship of the Committee on Apprentices and Trade Schools of the United Typothetae and Franklin Clubs of America. In addition, Mr. Porter is identified with the Carnegie Institute of Technology at Pittsburgh, where his committee has general direction over an important department of technical industrial training. On top of this Mr. Porter is at present engaged in directing the editorship and compilation of a series of nearly 70 technical textbooks upon all phases of printing and its allied industries, for the use of trade and technical schools in this country and Canada. This is a monumental task in itself. Mr. Porter is also directing the coming season's activities of the Efficiency Society of New England, of which he was lately elected President.

Rotarian Paul T. Wayne, president and general manager of the Pacific Advertising Distributors, won the \$25 offered to members of the Los Angeles Rotary and Advertising Clubs for a suitable name for the product of the Southern California Fish Company. The name selected is "Fisham" and the product will be the dark meat of the tuna, which has not been packed with the regular tuna.

George H. Bate, president of the Duluth Rotary Club, is now associated with Rotarian Whitney Wall in the Whitney Wall Real Estate Company which will carry on a general real estate, loan and insurance business in Duluth.

President Winchenbaugh of the Boston Rotary Club has been appointed chairman of the Trade Extension Committee of the Pilgrim Publicity Association.

Oscar T. Taylor of the Pittsburgh Rotary Club, who helped organize the McKeesport Rotary Club, was a guest of the latter organization at its annual "Ladies' Night" celebration. He spoke on the meaning of the Rotary spirit.

Henry W. Butterworth, president of the Rotary Club of Watertown (N. Y.), is already being mentioned as the probable delegate of the local organization to the International Convention of Rotary Clubs at San Francisco next July. According to present plans, a special train will be run from New York to San Francisco, picking up the various delegates enroute and making one of the most novel trips.

A modest country lad approached William Busch of the Postal Telegraph Company and member of the Sioux City Rotary Club the other day and said he wanted to send a message to a certain relative to the effect that "Grandma died last night." Upon being reminded by Rotarian Busch that he could send six more words for the same price, he said, "Tell 'em she died easy."

Paul P. Harris, Past President, entertained Glenn C. Mead, Past President, while the latter was in Chicago. Rotarian Mead also stopped off at Toledo for two days and was the guest of President Mulholland. Both Tom DeVilbiss and Mulholland met him at the train and saw to it that he had an enjoyable time.

E. L. Murphy of the Chicago Rotary Club has been visiting the Rotary Clubs in Boston, Philadelphia and New York. He says it certainly makes one feel good when visiting other cities to see how the fellows turn out to greet members from out-of-town clubs.

According to President George H. Bate the Duluth Rotary Club is anxious to provide some high class musical entertainment for Duluthians for Sunday afternoons.

"There is little in the way of entertainment at the present time except the theaters," says Rotarian Bate, "and there is a constantly increasing demand for good music. Our aim is to furnish first-class orchestral concerts, with instrumental and vocal soloists, and we believe that some time the venture should grow to proportions that will give Duluth a symphony orchestra."

President Ed W. Galbraith of the Cincinnati Rotary Club came to Toledo for a visit and was entertained by International President Mulholland.

## "Billy" Townsend on the Other Shore (A Comrade's Word of Parting and of Greeting)

**S**O YOU have gone away from us—have you, dear old comrade of many a happy day in the sunshine—gone away, crossed the swirling river that passes in darkness so close to our feet and yet so far away. Good-bye, Billy—sure I'll never forget you—never. Good-bye, dear old friend—farewell! No roses ever bloomed sweet enough to lie upon your quiet heart, aye, even as sweet as the memory you left behind you.

**I**T IS filled with ineffable affection, for there were few like you, Bill—and fewer are there left. But now, that you have reached the other side, in the sweet quiet of some night won't you tell me something about what it is like over there—won't you come back, some time, just for a few moments, and have a little chat with me, one of those kind we used to love so well, about old friends, old times, old memories. Won't you, Bill?

**I** RECALL how studious you were in always trying to bide all that was most noble and beautiful in your heart and in your mind, but you never fooled me. Too many golden days did we spend together, in the fragrant stubble after quail, on the river where the black bass leapt, and on the sunlit marsh, where the ducks were, and where that little sprite—richest rosewood in color—and the bird we both loved above all else—the jack. "Skeape!" There he goes, now, Billy, over those faded flags; can you hear him from where you are, for you don't seem more than across the slough from me, this glorious wintry morning?

**Y**OU know, Bill, for one, I knew you for what you were—an affectionate comrade—a true man, without fear and without reproach—a courageous, simple, generous soul, and that is why, Billy, I ask you, if you won't come back, just for a minute, even, and tell me something about what you have found over there on the other shore—who met you first, whose voice broke the quiet of the trip? I want to know, old friend. But you do not answer—maybe I am hasty, but you hear me, don't you, Bill?

**Y**ES, I can wait—as we all can—in time we will hail the halloo of the old boatman, and then we will know what you know.

**B**UT once more, old friend, good-bye, and though it is quiet and lonely here in this little old dingy office of mine, this morning, I wish you all kinds of luck and all kinds of happiness, Bill, as I always did before you went away; so good-bye, some day I know, we'll hunt again together—some day, Billy, sure.

—Sandy G. V. Griswold.

NOTE.—"Sandy" Griswold, sporting editor of the "Omaha World-Herald," is a charter member of the Omaha Rotary Club.

### "He Gives Twice Who Gives Quickly!"

I

**"B**IS dat qui cito dat!"—  
So they wrote it, short and pat,  
In the Latin tongue of old;  
Speaking more of self than gold.

II

"Bis dat qui cito dat!"—  
We can learn and follow that,  
And we know that thus we live:—  
Keeping only what we give!

III

"Bis dat—" You know the screed:—  
He gives twice who gives with speed—  
Giving twice, he gains as much;  
Gain not rust nor Death can touch!

IV

"Bis dat qui cito dat!"—  
So they wrote it, short and pat,  
In the Latin tongue of old;  
Speaking more of self than gold.

—CHARLES HENRY MACKINTOSH,  
Duluth, Minn.

## Books That Rotarians Should Read

By Chesley R. Perry

### "Ideals and Inspirations."

By F. L. BRITTAIN.

Recently Rotarian F. L. Brittain of Kansas City published a small book under the title "Ideals and Inspirations." Brittain is advertising manager for Frankel, Frank & Co., and has made their Regina hats famous. He is also President of the Ad Club at Kansas City. He used to be President of the Authors' and Writers' Club. He and Elbert Hubbard are great friends. These facts do not alter my suspicion that Brittain got some of his "Ideals and Inspirations" out of Rotary for he is our Associate Editor at Kansas City, and no man holds onto that job unless he has ideals and inspirations. We used one of Brittain's ideals for a frontispiece in the December issue of THE ROTARIAN. If you liked it you had better send to Brittain and get the whole book. I haven't the slightest idea as to price, but it can not be much for it is only a wee bit of a book and some business houses have bought them by the hundreds to give to their employees. We understand that The Fra recently bound up ten copies of the book in tooled leather and watered silk and sent them to Brittain with his compliments. (He will be lucky if the bill doesn't follow later.) The kind I suggest that you purchase from Brittain are in paper covers.

\* \*

### "Breakfast Table Chat."

By EDGAR A. GUEST.

Since the arrival of this attractive little volume of selected verses from Mr. Guest's daily column in *The Detroit Free Press* I have learned who the author is of a lot of popular and much quoted poems which have appeared in practically every newspaper in the United States. In Mr. Guest's book I find several bits of verse which have been reported as having been read at various Rotary club meetings or have appeared as fillers in many local club publications. It is pleasing indeed to learn that this gifted man is an active member of the Rotary Club of Detroit and to know that he finds in Rotary some of those things which he has tried to embody in his poetry. If you want something to give to a friend or which will be worth putting in your pocket when you go out to play golf, ask your stationer for "Breakfast Table Chat," by Edgar A. Guest.

\* \*

### "Song of Service."

By CHARLES HENRY MACKINTOSH.

If a man has steadily and consistently contributed to the literature of Rotary, now in a serious manner, now in a humorous vein, but always em-

phasizing the fact that Rotary is Service and if finally this fellow writes something that he thinks worth reproducing in book form and he has the Rotarian engraver and the Rotarian printer of his town display their skill and produce his efforts in a book gotten up very beautifully. I think it is nothing more or less than our duty to show our appreciation of what our fellow Rotarian has done for us by getting a copy of his book. Not as charity, no, indeed, but as a mark of our appreciation. Just as the Americans chipped in and gave a house to Admiral Dewey, or something of that sort. Anyway, the number that will buy this book will not be so numerous as to do more than help the author and publisher to "break even." Oh, yes, by the way, the book I am thinking about is the "Song of Service" by Charles H. Mackintosh of Duluth. It is a beautiful book. The paper is of the highest quality, deckle-edged, and every page is decorated. Now, I can hear Mack chuckling an ironic chuckle because he realizes, if you don't, that so far I haven't said a word about his verse. Why need I? If Charles H. Mackintosh of Duluth wrote it, everyone knows that it is worth reading. There are sixty quatrains of rhythmical verse wherein the lesson of life is shown to be found in Service. Send to the Stewart Company at Duluth and get the book. If you don't think it's worth the dollar, send it to me and I will see that you get your dollar back.

\* \*

### "Pep."

By WM. C. HUNTER.

This is not a book of Why's, but a book of How's. It is the finest dose of spiritual and physical medicine that you ever heard of and it is the easiest to take. It is just the kind of dope that a fellow who is trying to be a good Rotarian wants to read. One chapter of this book will put you on your feet again if things have been going a little wrong. The whole book, taken as directed, will put you in a mental, physical and spiritual condition of one hundred per cent plus. It is a comparatively small book and it is printed in comparatively large type and I venture to say that your most difficult task will be to comply with the author's instructions and read only one chapter each evening. "Pep" can be obtained at any stationer's.

Col. Wm. C. Hunter, the author, has quite a reputation as "the Mayor of Frozen Dog, Idaho," although he is now advertising manager for one of the big music houses of the Middle West (U. S.) and an occasional speaker before Rotary clubs and other appreciative audiences.

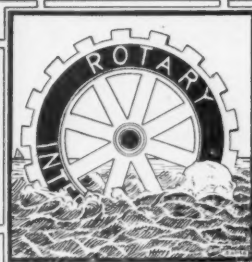
**A** DAY will come when the only battlefield will be the market open to commerce and the mind opening to new ideas. A day will come when bullets and bombshells will be replaced by votes, by the universal suffrage of nations, by the venerable arbitration of a great sovereign Senate, which will be to Europe what the Parliament is to England, what the Diet is to Germany, what the Legislative Assembly is to France. A day will come when a cannon will be exhibited in public museums, just as an instrument of torture is now, and people will be astonished how such a thing could have been. A day will come when these two immense groups, the United States of America and the United States of Europe, shall be seen placed in presence of each other, extending the hand of fellowship across the ocean.

—VICTOR HUGO.



## ROTARY EXTENSION WORK

From city  
to city  
the seed  
is sown



And across  
the water  
Rotary takes  
its course

### Eastern Division, U. S. A. E. J. Berlet, Vice-President.

"I can assure you that the Vice-President of the Eastern Division will spend a Verimerrie Xmas inasmuch as the results in Extensional Work have far exceeded his wildest ambitions. We keep the question of quality ever before us having in mind that Rotary must start right in order to be the success in any city in which our endeavors may bear fruit, and, that which is more important, the development of an entirely proper cog in the wheel of International Rotary."—E. J. B.

### ATLANTIC CITY (N. J.).

The Rotary Club of Atlantic City completed its organization on December 3rd, 1914, with eight members present. Secretary Logue writes "the eight who were fortunate enough to partake of the dandy luncheon and who heard just why they should become Rotarians wished they were twins. We are going to make you proud of us." The fact that the Rotary Club of Atlantic City had Harry Lauder present at their recent luncheon will give you an idea of their progressiveness.

The officers are:

President—Joseph MacNamee.

Secretary—Dr. J. S. Logue, New York Ave. and Boardwalk.

### EASTON (Penn.).

Secretary Tift of the Rotary Club of Allentown reported organization of Rotary Club of Easton. A delegation of Allentown Rotarians and Rotarian V. Clement Jenkins of Reading were present at the organization meeting. Secretary Tift wrote also that the Eastonians seemed to be very much impressed and will hold another meeting at which time they wish to talk the proposition over among themselves and will select the regular meeting day, elect officers and directors and appoint committees. It is the intention to have at least two of the Allentown members present at each of the Easton Rotary Club luncheons for the next month or six weeks to get them started right.

Temporary officers are:

Temporary President—B. L. Anthony, Drake Building.

Temporary Secretary—H. B. Thomas, Easton Trust Building.

### LANCASTER (Penn.).

On November 30th the Rotary Club of Lancaster had a preliminary meeting at which meeting Rotarians Keck and Esterly of Reading were present. Have had another luncheon and have made

arrangements to go ahead with the completion of the organization and will have their noon day luncheons every two weeks. Have a charter membership of twelve and hope to increase the membership very rapidly.

The chairman of the Organizing committee is John H. Wickersham.

### PORTLAND (Maine).

Secretary Wells of the Rotary Club of Boston writes that he attended an informal luncheon at Portland, explained the general plan and purposes of the Rotary Club. All present agreed to join the club and they elected temporary officers. Secretary Wells feels confident that the Portland club will be organized properly as they have the right idea of membership and all of the gentlemen seem to be greatly interested.

The temporary officers are:

Chairman—W. E. Ayres, 104 Exchange St.

Temporary Secretary—Mr. Decker, c-o Connecticut Mutual Life Insurance Company.

### SPRINGFIELD (Mass.).

The Rotary Club of Springfield has completed its organization with temporary officers. Permanent officers will be elected at their first meeting to be held in January, 1915. Have a membership of thirty live members and have settled down to a regular schedule.

The temporary officers are:

Acting President—Stewart Anderson, c-o Massachusetts Mutual Life Insurance Company.

Secretary—D. H. Lamb, P. O. Box 552.

### WILLIAMSPORT (Penn.).

Rotarian V. Clement Jenkins of Reading Rotary Club on December 11th assisted in the organization of the Rotary Club of Williamsport. Rotarian Jenkins reported that eighteen members were present and everyone enthusiastic and that the club promises to be a great success.

The officers are:

President—Tracy L. Nicely, c-o The Bradstreet Company.

Secretary—Claude Howard, c-o Germania Life Insurance Company.

### WILMINGTON (Del.).

On December 4th Division Vice-President Berlet reported the organization of the Rotary Club of Wilmington. "There were fifteen good live wires present, including the Mayor of the city, and everything points to a real Rotary Club of spirit and dignity."

**Southern Division, U. S. A.**  
**John E. Shelby, Vice-President.**

**AUGUSTA (Ga.).**

The Rotary Club of August has made application for affiliation as a member of the International Association.

**JACKSON (Miss.)**

The Rotary Club of Jackson has made application for affiliation as a member of the International Association.

**Central Division, U. S. A.**  
**W. D. Biggers, Vice-President.**

Division Vice-President Biggers has had a rather busy month attending meetings of the Rotary Clubs of New Castle, Pittsburgh, Cleveland and Toledo. He also attended the final organization meeting of the Rotary Club of Canton at which meeting President Harpster and Secretary Hawkins of the Rotary Club of Allentown were also present. Vice-President Biggers also attended the Get-Together Meeting at Youngstown.

**CANTON (Ohio).**

The Rotary Club of Canton completed its organization on December 10th at which meeting Division Vice-President Biggers and a delegation of Akron Rotarians were present. The club has started out with a charter membership of twenty-nine. Their first regular meeting will be held early in January at which time they will elect permanent officers.

The chairman is A. E. Mitzel, c-o Canton Motor Car Co.

**PIQUA (Ohio).**

The Rotary Club of Piqua has made application for affiliation as a member of the International Association.

**WAUSAU (Wis.).**

On December 18, 1914, eighteen citizens of Wausau got together at a banquet to discuss forming a Rotary club in this city. Rotarians Zimmers and Lanigan, president and secretary respectively of the Rotary Club of Milwaukee, attended this meeting. It was decided by those present to start a club and officers were duly elected and committees appointed. Have had another meeting recently and completed organization with a charter membership of twenty-three. Are desirous of affiliating with the International Association.

The officers are:

President—A. H. Zimmerman, Marathon County Bank Building.

Secretary—R. C. Deutsch.

**YOUNGSTOWN (Ohio).**

The Rotary Club of Youngstown recently had a Get-Together meeting at which 127 Rotarians were present from the following clubs: New Castle, Pittsburgh, Akron and Cleveland. The Rotary Club of Youngstown has made application for affiliation as a member of the International Association.

The officers are:

President—Chas. F. Owsley, 1301 Mahoning Bank Bldg.

Secretary—I. Van Baalen, 217 Wick Av.

**Western Division, U. S. A.**  
**Robert H. Cornell, Vice-President.**

**TULSA (Okla.).**

President Dawson of the Rotary Club of Muskogee recently attended a preliminary meeting of the Rotary Club of Tulsa. Had sixteen enthusiasts at meeting and expect to select thirty-four additional members, making a sufficient number to perfect a permanent organization.

The chairman of the Organizing committee is:

Paul M. Gallaway, c-o Public Service Company of Oklahoma.

**Eastern Division of Canada.**  
**W. A. Peace, Vice-President.**

**SYDNEY (N. S.).**

Director Butcher of Halifax recently visited Sydney and created an interest that will develop a Rotary club for that city. The gentleman with whom we have been corresponding is:

W. Crowe (Barrister).

**Western Division of Canada.**  
**Frank Higgins, Victoria, B. C.**

**REGINA (Sask.).**

Division Vice-President Higgins was instrumental in starting the ball rolling in Regina. The chairman of the Organizing committee for the Rotary Club of Regina wrote us that a meeting was called a short time ago at which the several letters and literature received from Headquarters was exhibited and that it was the unanimous opinion of the meeting that they should endeavor to obtain such information in the next two or three weeks to enable them to start immediately after the first of the year with the organization of a Rotary club at Regina. The chairman of the Organizing committee is:

H. E. Drope, c-o The British Columbia Life Assurance Company, Dominion Trust Building.



## CLASSIFIED DIRECTORY OF PROFESSIONAL MEN IN ROTARY

### CERTIFIED AND PUBLIC ACCOUNTANTS

- Baltimore, Md., Chas. L. Hehl.  
Calvert Bldg. Phone St. Paul 4099.
- Chicago, Ill., Edward E. Gore.  
824 Monadnock Bldg. Phone Harrison 1232.
- Des Moines, Ia., S. Bartlett Jones & Co.  
822 Hubbell Bldg. Phone Walnut 2435.
- Los Angeles, Calif., W. S. Morse.  
424 So. Broadway—Room 716.
- Minneapolis, Minn., Ralph D. Webb.  
630 Security Bank Bldg. Phones Nic. 6922, Cent. 4108.
- Muskogee, Okla., John A. Arnold.  
528-529 Flynn-Ames Bldg. Phone 1225.
- Pittsburgh, Pa., Frank Wilbur Main & Co.  
723-6 Farmers Bank Bldg. Phone 2368 Grant.
- San Francisco, Calif., L. H. Greenwood, C. P. A.  
407-9-11 Clunie Bldg.
- Seattle, Wash., E. G. Shorrock & Co.  
222-223-224 Central Building.
- Washington, D. C., Otto Luebker.  
308 Colorado Bldg. Phone Main 2705.

### ARCHITECTS

- Camden, N. J., Moffett & Stewart, Inc.  
Jessup Building. Phone, Bell 1535.
- Muskogee, Okla., C. W. Dawson, A. I. A.  
412 Iowa Bldg. Phone 1973.

### ATTORNEYS-AT-LAW

- Albany, N. Y., Chas. S. Stedman.  
445 Broadway, N. Y. Phone Main 1108.
- Atlanta, Ga., Lee M. Jordan.  
417-420 Trust Co. of Georgia Bldg. Phone Bell 312M.
- Baltimore, Md., Thos. Foley Hisky.  
215 N. Charles St. Phone St. Paul 1658.
- Buffalo, N. Y., Botsford & Lytle.  
834 Prudential Building.
- Chicago, Ill., Harris, Dodds and Kagy.  
1317 Unity Bldg. Phone Central 1437 and 2018.
- Cincinnati, Ohio, Gideon C. Wilson.  
54-55 Wiggins Block. Phone Main 413.
- Clarksburg, West Va., Robt. R. Wilson.  
Empire Nat'l Bk. Bldg. (Hon. Mem. Cincinnati R. C.)
- Cleveland, Ohio, Weed, Miller & Rothenberg.  
702 Engineers Bldg. Phones Main 4107, Cen. 489-W.
- Columbus, Ohio, Bennett & Westfall.  
8 East Long Street. Main 5411.
- Dayton, Ohio, Lee Warren James.  
509-516 U. B. Bldg. Phones Bell M. 601, U. S. 2601.
- Detroit, Mich., Irvin Long.  
915 Hammond Bldg. Phone Cadillac 481.
- Duluth, Minn., Frank E. Randall.  
606-10 Providence Bldg. Phones Grand 746, Meir. 726.
- Houston, Tex., Gill, Jones & Tyler.  
First National Bank Bldg.
- Indianapolis, Ind., Pickens, Cox & Conder.  
Chamber of Commerce.
- Jacksonville, Fla., D. H. Doig.  
Dyall-Upchurch Bldg. Phone Bell 304.
- Los Angeles, Cal., Riddle & Cheroske.  
Offices Suite 904 Higgins Bldg.

Madison, Wis., Welton & Marks.  
413 Pioneer Bldg. Phone 645.

Montgomery, Ala., Holloway & Mackenzie.  
812-16 First National Bank Bldg. Phone 452.

Nashville, Tenn., Manier, Bryan & Crouch.  
23-28 Noel Block.

New Orleans, La., H. W. Robinson.  
226-229 Hennen Building. Phone Main 4005.

Oklahoma City, Okla., Bennett & Pope.  
1018-20 Colcord Bldg. Phone Walnut 4776.

Omaha, Neb., Harley G. Moorhead.  
632-636 Brandeis Theatre Building.

Paterson, N. J., Albin Smith.  
152 Market St. Phone 486.

Peoria, Ill., McRoberts, Morgan & Zimmerman.  
319 Main Street. Phone Main 585.

Philadelphia, Pa., Glenn C. Mead.  
818 Real Estate Trust Building.

Pittsburgh, Pa., Oscar T. Taylor.  
1215-18 Park Bldg. Phone Grant 910.

Portland, Ore., Estes Snedecor.  
726 Corbett Bldg. Phone Marshall 1256.

Richmond, Va., Harold S. Bloomberg.  
806-7-8 Va. Ry. & Power Bldg. Phone Monroe 2805.

San Antonio, Hertzberg, Barrett & Kercheville.  
Practice in all Courts. Notary in office.

San Diego, Calif., Gordon L. Gray.  
416-418 Union Bldg. Phones, Home 4160, Main 416.

San Francisco, Cal., Harry G. McKannay.  
550 Montgomery St. Phone Douglas 3470.

Seattle, Wash., E. L. Skeel.  
1008 Alaska Building. Phone Main 6511.

Sioux City, Iowa, B. I. Salinger, Jr.  
214-15 Davidson Bldg. Phones, Bell 172, Auto. 2496.

Spokane, Wash., Lawrence Jack.  
610 Hyde Block. Phone Main 3008.

Toledo, O., Frank L. Mulholland.  
1311-17 The Nicholas Bldg.

Vancouver, B. C., Burns & Walkem.  
(Winch Bldg.) 739 Hastings St. Ph. Seymour 4774-5.

Winnipeg, Man., A. W. Morley, LL. B.  
601 McArthur Bldg. P. O. Box 1432. Phone Main 228.

### ATTORNEYS-AT-LAW

(Patents)

- Kansas City, Mo., Arthur C. Brown.  
1216 Commerce Bldg.
- Philadelphia, Pa., Howson & Howson.  
West End Bldg., 32 So. Broad St.
- Pittsburgh, Pa., Edward A. Lawrence.  
Berger Bldg. Patents and Trade Marks.
- San Francisco, Calif., Carlos P. Griffin.  
704 Pacific Bldg. Patents. Corporations.
- Toledo, O., Owen, Owen & Crampton.  
Exclusively Patents, Trademarks and Copyrights.
- Toronto, Ont., H. J. S. Dennison.  
Star Bldg., 18 King St. W.
- Washington, D.C., Pennie, Goldsborough & O'Neill.  
McGill Building. Phone Main 1793.

### ATTORNEYS-AT-LAW

(Accounts and Adjustments)

- Buffalo, N. Y., Allan N. MacNabb.  
644-46 Marine National Bank Bldg.
- Philadelphia, Pa., Archibald Todd Johnson.  
818 Real Estate Trust Bldg. Phone Filbert 46-35.

**DENTISTS**

Cleveland, Ohio, Dr. William O. Haldy.  
811 Schofield Bldg. Phone Main 1859.

Los Angeles, Calif., Dr. Conrad Deichmiller.  
Dental Specialist. 610-614 Union Oil Bldg.

**OSTEOPATHS**

Boston, Mass., Dr. Alexander F. McWilliams.  
Hunting Chambers, 30 Huntington Ave.

Chicago, Ill., Dr. Ernest R. Proctor.  
27 Monroe St. (Goddard Bldg.). Phone Central 5240.

Houston, Tex., Dr. J. A. Malone.  
620-621 Union Nat'l Bank Bldg. Phone Preston 672.

Los Angeles, Calif., Dr. Edw. Strong Merrill.  
Suite 801 Ferguson Bldg. Phones A2193, Main 1049.

New Orleans, La., Dr. Henry Tete.  
1117 Malson-Blanche Bldg. Phone Main 4722.

Phoenix, Ariz., Dr. Chas. C. Bradbury.  
117 W. Monroe St. Phone 1468.

St. Louis, Mo., Dr. Homer Edward Bailey.  
229-32 Frisco Bldg., 9th & Olive Sts. B. P., Olive 830.

**PHYSICIANS AND SURGEONS**

Cleveland, Ohio, Dr. A. Clynton Scott.  
6523 Euclid Ave. Phone East 2698J.

**PHYSICIANS (Specialists)**

Chicago, Ill., Dr. Milton H. Mack.  
7 W. Madison St. Phone Cent. 3285, Stomach & Intest.

**SURGEON**

Los Angeles, Calif., W. F. Traugher.  
707-8 Hollingsworth Bldg., Main 1687, F. 7114.

**UNDERTAKERS**

Chicago, Ill., Arntzen, Inc.  
810 North Clark St. Auto Ambulances and Hearses.

Philadelphia, Pa., Samuel S. Armstrong & Son.  
Funeral Directors. 1600 Columbia Av. Poplar 6030.

**British Rotary Roll of Honour**

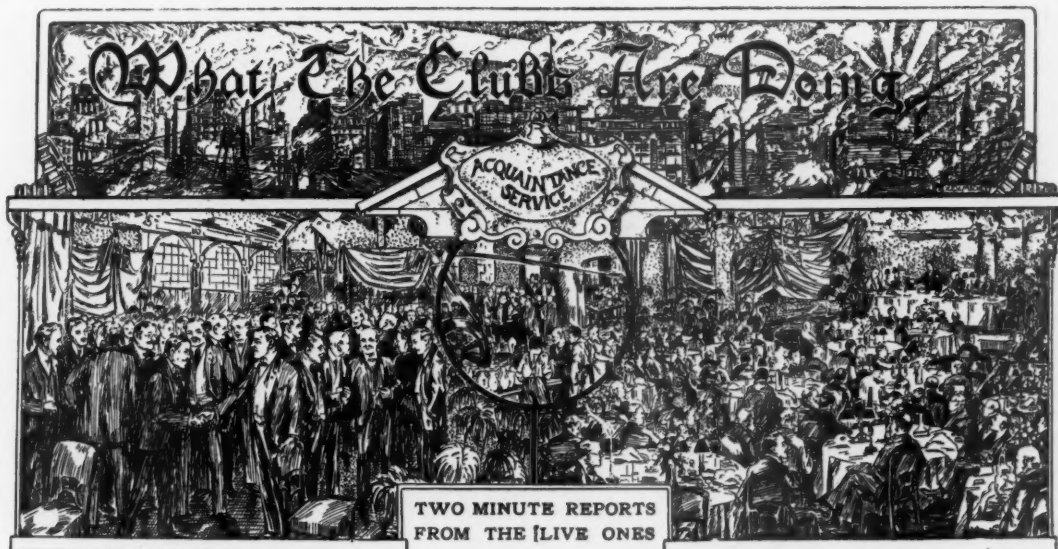
Compiled by Thos. Stephenson

Hon. Secretary B. A. R. C.

("Peace on earth, good will among men" is the heartfelt desire of all Rotarians, but among the Rotarian virtues is Patriotism as well as Service and when one's country must go to war Rotarians will always be found ready and willing to go to the front. At the present time the Rotarians of Great Britain have their opportunity to serve their country in the army and the navy. This "Roll of Honour" shows how many British and Irish Rotarians have already responded to the call.—C. R. P.)

NAME.	RANK.	REGIMENT.	CLUB.
Adams, G. E.	Squad. Q.-M. Sergt.	Queen's Own Imperial Yeomanry.	Glasgow.
Bayne, C. M.	Captain.	Royal Artillery.	Glasgow.
Blackwood, J. L.	Captain.	Royal Field Artillery.	Edinburgh.
Cass, H.	Captain.	10th Royal Scots.	Edinburgh.
Chalmers, J. L.	Private.	Royal Scots Greys (2nd Dragoons).	Edinburgh.
Chantler, R.	Private.	7th Lancashire Fusiliers.	Manchester.
Cruikshank, J.	Captain.	5th Royal Highlanders (Black Watch).	Edinburgh.
Douglas, W. A.	Lieutenant.	5th Royal Scots.	Edinburgh.
Downing, W. M.	Lieutenant.	9th Royal Irish Rifles.	Belfast.
Etehells, T.	Lieutenant.	2nd Manchester City Battn.	Manchester.
Farquharson, D.	Captain.	7th Royal Fusiliers.	Birmingham.
Graham, J.	Sergeant.	Queen's Own Imperial Yeomanry.	Glasgow.
Heilbron, E. J.	Major.	3rd King's Own Yorkshire L. Infantry.	Glasgow.
Henderson, J. N.	Captain.	4th Royal Scots.	Edinburgh.
Hendry, S. G.	Private.	9th Royal Scots.	Edinburgh.
Ison, H.	Captain.	Army Transport, 7th Manchester Rgt.	Manchester.
Jennens, K.	Captain.	5th Royal Warwickshire.	Birmingham.
Johnston, Dr. R. J.	Captain.	Royal Army Medical Corps.	Edinburgh.
Kirkwood, J. A.	Lieutenant.	Royal Naval Vol. Reserve.	Glasgow.
Laird, J. W.	Captain.	6th Argyll & Sutherland Highlanders.	Glasgow.
Lindsay, J. H.	Captain.	Forth Royal Garrison Artillery.	Edinburgh.
Lowe, D. M.	Sergeant.	4th Royal Scots.	Edinburgh.
Mason, A. B.	Private.	Royal Engineers.	Birmingham.
McEachren, F.	Lieutenant.	Public School Corps.	Birmingham.
Mellor, J. L.	Captain.	6th Royal Warwickshire.	Birmingham.
Millar, R. G.	Assist. Paymaster.	Royal Naval Reserve.	Glasgow.
O'Connor, H.	Colonel.	Royal Garrison Artillery.	Edinburgh.
Patterson, R.	Dresser.	Royal Army Medical Corps.	Belfast.
Playfair, C.	Major.	1st Birmingham City Battalion.	Birmingham.
Quack, H. H. K.	Captain.	Queen's Own Imperial Yeomanry.	Glasgow.
Ritchie, J.	Trooper.	Queen's Own Imperial Yeomanry.	Glasgow.
Schonfield.	Trooper.	Queen's Own Imperial Yeomanry.	Glasgow.
Simpson, G. S.	Major.	Royal Field Artillery.	Glasgow.
Symington, T.	Colonel.	Royal Engineers.	Glasgow.
Taylor, C.	Private.	7th Manchester Battn.	Manchester.
Uprichard, H. A.	Captain.	Army Service Corps.	Belfast.
Young, A.	Colonel.	4th Royal Scots.	Edinburgh.
Young, A. Junr.	Lieutenant.	4th Royal Scots.	Edinburgh.





## CLUBS IN THE UNITED STATES

### AKRON Entertains Kiddies and Has Beefsteak Party.

The Rotary Club of Akron served as a general committee under Rotarian I. S. Myers to provide a Christmas tree and gifts for from 1200 to 1500 children. The club provided \$1000 for the undertaking.

The night meeting and dinner of December 14th was the club's own Christmas meeting and the lime-light member was F. L. Hetrick of the Edison Electric Company. Rotarian J. E. Murphy, proprietor of the Portage hotel, entertained on the night of November 21st with a beefsteak dinner. It was a very agreeable event. When the hotel's kitchen was cleared, after the regular dinner hour, the Rotarians, 80 strong, were marshaled by the host. Each man was provided with a chef's cap and apron, also napkin and plate, but no other "tools" whatever. Then at long benches and improvised tables, beefsteak of the very finest was served—then more beefsteak and still more beefsteak.

### ALBANY Discusses Rotary. Turns Down Country Club Offer.

Lately, the Albany Rotary Club has had considerable discussion concerning the fundamental purposes of the organization. The stockholders of a hotel property situated about fifteen miles from Albany proposed to sell the hotel and grounds to the Albany Rotary Club for a country and golf club. The details of the offer were presented to the club by one of the members and the matter was thoroughly canvassed. The sentiment was spontaneous and practically unanimous that it is not wise for the Rotary club as such to embark upon any such venture. The members believe strongly that the Rotary organization, local and international, will best promote the interests to which it is committed by preserving its unique character as a luncheon club, and by undertaking no movement to which all members may not cheerfully subscribe. President Winchester has appointed a committee of alleged

"deep thinkers" in the club to frame an interpretation of the philosophy of Rotary.

Each member brought a deserving boy between the ages of eight and fourteen to a recent luncheon. Santa Claus was in evidence and every effort was made not only to give the boys a good time but also to start in some measure in a wholly informal way a "Big Brother" movement which may have enduring value.

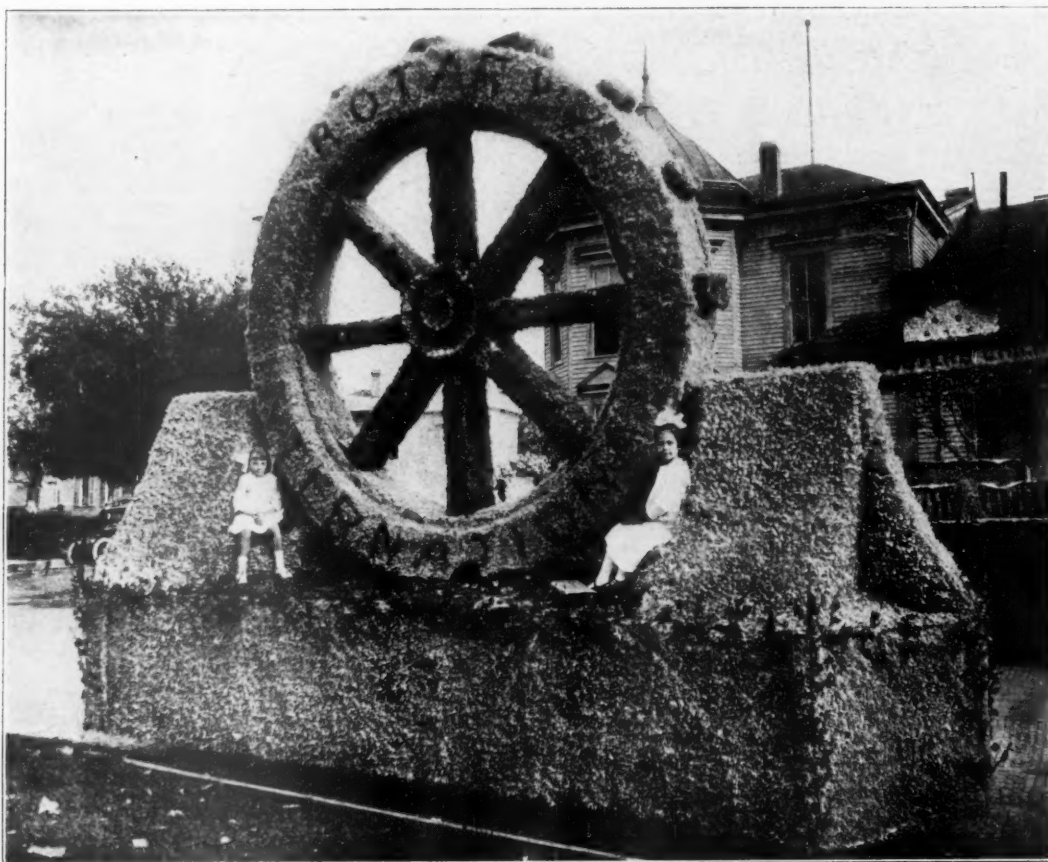
### ATLANTA "Big Brothers" Dinner a Howling Success.

The Atlanta Rotary Club had the honor of entertaining Champ Clark, speaker of the national House of Representatives, at its meeting on November 17th, and a fortunate occasion it proved to be because the program had been turned over to R. L. Foreman and he arranged a series of stunts that made the meeting one of the liveliest and most amusing the club has ever held. Mr. Clark enjoyed the fun heartily and declared feelingly that it was the first time he had smiled in months.

The feature of the dinner was Judge Andy Calhoun of the city court, another guest of the Rotarians and one of Atlanta's most sparkling wits. Judge Calhoun told a number of amusing anecdotes and then led the assemblage in the favorite old corn field hymn of "Tobias and Tobunkas," who wore the same coat, had the same daddy, rode the same mule and were buried in the same grave, Tobias on his back and Tobunkas on his side. Speaker Clark said he thought that the Tobias song had the Hound Dog song skinned a mile, and asked Judge Calhoun to furnish him a copy of the song.

The "Big Brothers" Thanksgiving dinner given by the Atlanta Rotary Club on December 1st, to office boys, newsboys and other youngsters who make their own living, was what might be termed a "howling" success.

It was one of the happiest, noisiest occasions in the history of Rotary. The men peeled off their coats and helped the waitresses serve the kids and Mrs. Frank Pearson who had come to sing, re-



*Rotary Float in Flower Parade of Deep Water Jubilee at Houston (Texas) Nov. 13, 1914*

mained with charming grace to help serve the pie. George Primrose and George Wilson, the famous minstrels, danced and sang, and Rev. Jno. R. Atkinson, dean of St. Phillip's Cathedral, made a magnificent talk. It would have been the best of the day if a one-legged newsboy had not arisen and made a better one.

#### **BALTIMORE Hears Recitations of Benztown Bard.**

The Baltimore Rotary Club had an outing on Brehm's Shore, which was highly enjoyable. The members were also honored with a visit of Mr. Folger McKinsey, better known as the Benztown bard. He recited poems which carried them back to boyhood days and created an atmosphere of general good will.

The Baltimore Rotary Club is growing rapidly with a corresponding increase of enthusiasm.

Baltimore Rotarians extend their wishes for a Happy New Year to all the Rotarians of the world and cordially invite visiting Rotarians to dine with them when in their neighborhood—any Tuesday at Rennert Hotel, 1 p. m.

#### **BOSTON Has Get-Together Business Talks.**

The steady growth of the Boston Rotary Club is easily discerned when we read such articles as the one herewith quoted in part from the pen of one of its members, John C. Sherman:

"Bring the Rotary Club to its proper status as

an organization, and you get a broad, comprehensive sweep of Boston life. In principle our organization is the most representative working body of business men that can be brought together under a government of the people. Its inclusion of no more than one recruit from each trade or profession is the key to this representative quality for it favors no social caste, or professional clique. *It cannot grow without broadening. Other institutions may narrow as they advance. Rotary alone can not.* Its enemies have called it un-American; but, in fact, it is the most American institution within the body of American business life."

The monthly bowling match seems now to be a permanent feature of Boston Rotarians.

#### **BIRMINGHAM Finds Mulholland's Suggestion of Great Value**

At the Get-Together meeting of Rotary Clubs in the Southeastern Division President Mulholland threw out a suggestion that was found to be of great value.

He suggested that each club appoint, from time to time, different members to have charge of the meetings. The plan has worked out splendidly with the Birmingham Rotary Club. The last four luncheons have been handled by "lay" brothers and each has tried, and succeeded, to have a better, livelier meeting than the one before.

On the evening of December 2nd Birmingham



*The Rotary Club of Jackson, Miss.*

Rotarians had their first "Ladies' Night" and the first half of their program was planned along the same lines as the regular luncheon meetings, to show the ladies exactly what Rotarians do every Wednesday.

Features of the special program were "An Exposition of Rotary" by the club's star speaker, Dr. J. H. Phillips, and recitations by two ladies. The hit of the evening was Rotarian P. G. Shook's class on "The Ten Commandments for Wives." The leader called on ten Rotarians and each gave one humorous commandment directed at the alleged frailties of the fair sex. Then one of the ladies arose and for ten minutes fairly took the hide off the men. At the conclusion of the program drawings were had and each lady received a handsome souvenir.

#### **BUFFALO Rotary Avoids the Ruts.**

The Buffalo wheel of Rotary rolls along apparently without lubrication, guided into safe roads by its able president Chris Graner, assisted by a board of directors, who do more than direct. They put their shoulders to the wheel if it gets stuck in the mud. Buffalo Rotary avoids the ruts, because as successive Thursdays come around, each speaker has new ideas, new stories and a new message which helps the club.

It pays to be industrious. Byron J. Erb of the Burroughs Adding Machine Company told an interesting tale of one of the company's travelling salesmen in the early days of the company's history. Sixty adding machines, the first that were made, were sent out to different agents around the country for demonstration and sale. No report was received from the agent at Rochester. After investigation it was found that this energetic salesman had put his adding machine on a wheelbarrow, and had gone out among the saloons of his acquaintanceship, making bets with the incredulous that this new toy would add any column of figures correctly. And he was making more money winning these wagers than he could make by selling adding machines. Pretty clever boy!

#### **CEDAR RAPIDS (Ia.) Rotarians Addressed by Topeka School Superintendent.**

The meeting of the Cedar Rapids Rotary Club, November 24th, was the most interesting gathering the club has yet enjoyed. A few visitors from other clubs were present. Mr. Calvin of Bartlesville, Okla., brought a word of greeting, as did A. N. Palmer of New York. Mr. Palmer had with him Superintendent H. B. Wilson of the Topeka, Kan., schools. Mr. Wilson made a capital talk, calling attention to the fact that in the Cedar Rapids Business College, this city has a vocational school of the first class.

#### **CHATTANOOGA Boosts Charity. Will Charter Car to San Francisco.**

During the month of November the Chattanooga Rotary Club undertook the annual collection for the Associated Charities of the city. This organization is thirty-three years old and one of the oldest charity organizations in the southern states.

By systematic and attentive work the members of the Chattanooga Rotary Club collected \$3000 more than was ever pledged for the Associated Charities in its long existence. The Rotarians came in for a great deal of praise for their good work.

Already a "California Club" has been organized among the Rotarians with Warren Rohr as chairman, and Walter Johnson as secretary. The members of the "California Club" are arranging to have a special chartered Pullman car from Chattanooga to San Francisco. The members of the club will meet once a month or oftener until next July, arranging various details for the trip.

#### **CHICAGO Rotary is Visited by Many Rotarians.**

Attendance and interest in our luncheons and meetings has been good. Chicago Rotarians did a good deal of Good Fellow work, from which they derived much pleasure.

There is much activity in the Chicago Rotary



camp over the coming Tenth Annual Celebration of Rotary and the meeting in conference of the Central Division of Rotary Clubs, consisting of 38 clubs, to be held in Chicago in February, at which a large and enthusiastic attendance is expected.

Chicago Rotarians had the unexpected pleasure of hearing Dr. Cook, the Arctic explorer, at one of the luncheons.

As the club's guest, Rotarian Harry Lauder entertained 320 Rotarians and their wives and sweethearts at a recent luncheon. He paid Rotary a splendid tribute in referring to it as the greatest movement of modern times for good.

The Chicago Rotary Club extends a Happy New Year to all Rotarians.

#### **CINCINNATI Full of Confidence; Special Train to San Francisco.**

With an aggressive administration, busy as ever, growing rapidly in membership and popular favor, the Cincinnati Rotary Club faces the New Year with confidence. At the present time the membership is around 350.

Yes, Cincinnati Rotarians will be at San Francisco, and be there strong. The club is working with the Chamber of Commerce which will run a great excursion to the San Francisco and San Diego expositions, and it is expected that a special train carrying 125 Cincinnatians will pull into San Francisco to witness the opening of the International Convention. Their slogan will be "Cincinnati 1916."

The club is planning a "get together" meeting to be held this month and attended by the Rotary Clubs of Dayton, Piqua, Springfield, Louisville and Indianapolis. A new constitution has been adopted by the club.

#### **COLUMBUS Gives Newsboys Christmas Dinner.**

Rotarian Ray Lovell gave a review of one week's happening in the war across the waters. No, it wasn't some more dope, but an entirely fresh version of the trouble. His talk was made in that slangy George Ade—like style and his scintillating wit convulsed the entire audience. Other items and incidents of interest were discussed by competent speakers. The state Game Warden talked on his work; one of the members informed the club of the present cattle epidemic, etc. Columbus Rotary is now working out a very interesting series of meetings. The meeting of the last week in November was given over to the retail merchants in the club. They discussed their merchandise, the methods of buying them and the reasons for prices and the economy that is in quality in a way that was mighty illuminating.

Columbus Rotarians gave a newsboys Christmas dinner, not the usual kind where money is donated and someone else does the work, but in this feast each member brought a newsboy friend and visited with him.

#### **DALLAS Rotary Club Gives Reception and Dance.**

The entertainment for Rotarian ladies and Rotarians that took place on the night of December 10th, surpassed in all round enjoyment anything that has gone before, and Dallas Rotary has had some mighty successful affairs.

On this occasion the entertainment committee arranged an elaborate reception dance. This kind of a program was strictly Rotarian, as it permitted

of a more thorough mingling with each other than almost any other plan. Rotarians want to know not only each other, but each other's wives and best girls.

Those who danced and those who did not derived equal enjoyment from the orchestra, punch, flowers, supper, beauty and chivalry that graced the occasion. During the intermission in the sixteen dance program, the prizes for the ladies that had been provided were drawn for.

#### **DENVER Elects New Officers. Fine Addresses Made.**

The Board of Directors of the Denver Rotary Club met December 2nd and elected the following officers for the year 1915:

President, W. J. Spray; Vice-President, Richard Wensley; Secretary, C. W. Adams; Treasurer, E. W. Brooks.

On December 3rd the officers were installed at the annual banquet in the Albany hotel. In attendance as guests there was more than one third of the Pueblo Rotary Club; also a Rotarian from Salt Lake City. During the dinner Rotary songs set to popular airs were sung in the usual Rotary spirit, which incidentally was the only spirit dispensed. Following annual reports of officers, the principal speaker, Rotarian F. D. Slutz, superintendent of schools, was introduced and made a fine address on "Service." After him, "receding" directors Wheelock, Hitchings and Hunter spoke on the past and future of Rotary. A pleasing climax was embodied in the masterful discourse of the Rotary motto by James W. Kelly, infant member of the Denver Rotary Club. President Ellis and Secretary Adams, retiring officers, were presented with jeweled watch fobs in appreciation of their work during the year.

#### **DULUTH Plays the Good Fellow to Kids.**

The latest achievement of the Duluth Rotary Club didn't amount to an awful lot, maybe, but there are a few kids in Duluth who wouldn't believe that. It was a "Big Brother" dinner, at which nearly 100 of the members of the Duluth Rotary Club took a "little brother" up to the Elks' club, fitted him out with some new, warm clothes, and gave him a dinner on turkey and all the "fixin's." It was pulled off the day before Thanksgiving.

Rotarians have done other things, of course, in Duluth this fall, and they have a full program for the winter, in which is included a series of concerts at prices nearly anybody can pay. The best music will be furnished. Fact is, Duluth Rotarians are going in strong this year on the good fellow business—that is, they're out to furnish people what they want or ought to have and can't get. It's become a kind of New Year resolution with Duluth Rotary just for this time, and it is likely to become a permanent thing.

#### **ERIE Rotarians Aid Poverty Stricken Families.**

In cooperation with the Associated Charities Erie Rotarians have helped the needy. Here is the plan:

Each Rotarian filled a basket according to the size of the family allotted him, took this basket (which contained a Christmas dinner) to the family assigned him. He delivered it in person, and remained long enough to learn the actual conditions. It was arranged to have each Rotarian as-





*Members of the Palestine (Texas) Rotary Club After a Possum Hunt*

signed to a family as near him as possible, so that he could have the opportunity to keep in touch with the needs of that family.

From the report of the superintendent of the Associated Charities in Erie, it was learned that the most of the money spent on charity cases in Erie went for shoes. In view of this fact, the Rotarian shoe dealer offered to sell shoes at cost to any one who brought a slip signed by a Rotarian, the amount of which was to be paid by the Rotarian signing the slip.

#### **GALVESTON Rotarians Tell What Each Would Do if Czar of His City.**

There was much czarizing and all manner of boom-boom at the "Odds" and "Evens" banquet of the Galveston Rotary Club held a few weeks ago. The game of who would pay the bill resulted in what some called "providence" and others a frame-up.

The feature of the banquet was a talkfest under the caption, "If I Were Czar of Galveston." Five members participated in it and each of them had something worth while to say. Dr. Henry Cohen talked as a beneficent city politician; Harvey H. Haines discussed education as might an idealist; Edward F. Harris turned monarch to the core though he swore by democracy; Arthur L. Perkins dismissed journalism and turned to a chair in political economy, while John F. Lubben developed a train of ideals which made him out a temporary mystic.

Each speaker offered suggestions for the betterment and development of the city, well calculated to be within the realm of practicality, and each shaft which struck close to home reminded the varied gathering of a hundred or more men of unpleasant and unsavory things in need of betterment, and each evoked a hearty round of applause.

#### **HOUSTON Busy in Jubilee. Has Ten Bales of Cotton.**

Houston Rotary has passed over the big Deep Water Jubilee, the biggest show ever pulled off in the town, and is down to business with quite a lot of cotton getting into circulation, which helps some. Of the forty directors of the Jubilee, fifteen were Rotary members; and of the fifteen, fourteen made records of activity. They were in charge of the big events and each scored a distinct success. The fifteenth Rotary man not included didn't have to be active because he stirred up a bunch who did the work, which is some achievement in itself.

The club has lost its preacher member, Rev. Sam R. Hay, sacrificed to the Methodist plan of changing stations every four years.

Various members of the club have been honored with tenders of chairmanships in the trades sections of the San Francisco convention and have puffed mightily thereat. They have accepted the assignment and have gone to work upon the proposition of stirring up interest in attendance.

The policy of the present board of directors is to keep down the expenses and to keep such surplus in the treasury as will make the club able to do things that are done by assessment in some of the other clubs of Houston—when they are done at all. It is felt that this plan is calculated to save grumblings over the bills for dues each six months. The club has ten bales of cotton in the treasury now, said treasury sub office being a warehouse.

#### **INDIANAPOLIS Visited by Well Known Stage Stars.**

At a directors' meeting early in the month, a member inquired, "What is a short and satisfactory answer to the question—'What is Rotary?'" Like a flash Carl Walk replied "Pitts-

ford,"—just like that—and it was no merry jest either.

President Pittsford is a genius for Rotary surprises. One treat doth tread upon another's heels,—they come so fast. The late comer to luncheon a few weeks ago thought that he had broken in upon a banquet of the Caledonian society. Nearly three hundred Rotarians and their friends crowded the Claypool's spacious dining room, each wearing a riotous red and black-checked paper Tam O'Shanter or a Scotch cap with a brave white paper feather "stick-up." Mr. Harry Lauder, the famous Scotch comedian, was the club's guest and the rollicking gathering was a general inspiration.

Besides this star, the Indianapolis Rotary Club also had other well-known men of the stage. John Runny, Himself, the laugh maker of the movies, tarried awhile and he was found to be just like his counterfeit presentment. Gus Edwards, the comedian and song writer, also contributed to the program. Both these men and Harry Lauder were included in an honorary membership motion.

**JACKSON (Miss.) Rotarians Told about Preventive Medicine; Club Has Employment Bureau.**

Preventive medicine, more than the belligerency of nations, is responsible for the prolongation of the European war, declared Dr. Noel C. Womack, in an address before a weekly meeting of the Jackson Rotary Club.

"Were it not for preventive medicine, the European war could not last six months," said Dr. Womack. "Long ere this the contending armies would have been ravaged by plague and pestilence, and continuation of hostilities would be impossible.

"In our own civil war, more soldiers were killed by typhoid fever than by bullets. Today the modern army has no fear of typhoid. Our American troops occupied Vera Cruz, formerly a noted plague spot, for several months, and, owing to the science of preventive medicine, the death rate among the soldiers was no larger than it would have been if these troops had been stationed at home forts and garrisons."

The club has its employment bureau organized, and will do its best to bring the jobless man and the manless job into contact with each other.

**KANSAS CITY Going Heavy on the Serious Things.**

November was an eventful month with the Kansas City Rotary Club. Rotary showed its bigness when all Kansas City was called to celebrate the opening of the fifty million dollar station. Instead of marching as a club its members affiliated with other organizations so that they might show to best advantage. The Rotary Club of Kansas City has made itself admired and respected through its unselfish service.

The club is going heavy on serious things. At the luncheon meeting on November 5th, Dr. Burris Jenkins made an able address taking for his subject "The World-wide War and Its Relationship to Peaceful America." Edwin A. Krauthoff addressed the club upon the subject of the "New War Tax as It Affects Business."

Thanksgiving Day being luncheon day the club had a night dinner to which came Arthur Capper, Governor-elect and ex-Attorney General Boyle of Kansas. These gentlemen entertained and were entertained in turn. A good part of the Topeka

Rotary Club came along and the affair was successful from every point of the compass.

Kansas City Rotary made its Christmas affair a night dinner with the ladies as the main attraction.

**LINCOLN Has "Get-Together Event": Boosts Plan for 55 Miles of Highway.**

Rotarians in Lincoln, Omaha, Denver, Kansas City, St. Joseph, Wichita, Sioux City, and Topeka are still talking of the "Get-Together Event" held in Lincoln, November 11th. All the above mentioned places sent delegates, Omaha heading the list with a special train and 100 representatives. Such speakers as Russell Greiner of Kansas City, Charley Adams of Denver, E. Crombie Smith of Kansas City and Dan Baum of Omaha, made the program unusual and eventful.

The entertainment committee presented the right brand of true "Lincoln Rotary" hospitality. A line of sixty automobiles, decorated with pennants met the visiting Rotarians. The banquet, which was attended by over 300, was enlivened by the clever hits of Mayor Frank Zehrung in the role of toastmaster, the offering of "stunt-master" Dudley Cook who put on a smart cabaret exhibition and the song hits of the Walt Brothers chorus.

*The Rotary Smile*, a publication for which President Castle and Secretary Walt are largely responsible, has made its appearance as the official "last word" on Rotary in Lincoln. It is published monthly and contains news of all Rotary activities which may be of interest to the members of the club. It is "some magazine."

Lincoln Rotary isn't confining itself wholly to activities within the city. Through Mayor Frank C. Zehrung, the Lincoln Rotary Club has in a sense become sponsor for a movement for a paved highway between Lincoln and Omaha—a distance of fifty-five miles. Mayor Zehrung has started a campaign to create public sentiment which will bring this much needed improvement. In this he has the active support of both the official and lay membership of Rotary.

**LOS ANGELES Rotarians Hear Plea of City Librarian to Have City Owned Libraries.**

A plea was made to the members of Los Angeles Rotary Club recently by City Librarian E. R. Perry to support him in his campaign to obtain city-owned libraries and branches in Los Angeles.

Mr. Perry pointed out the fact that this city has never paid out any money for library buildings. The only ones owned were given by Andrew Carnegie or came with the annexation of new territory.

The librarian spoke especially on the value of the library to the business man.

Los Angeles Rotarians held their demonstration of Felts' suspended railway, built on the "Safety First" principle. The inventor of the system claims for it a running time of an average of over one hundred miles an hour, a construction cost per mile, double track, suspended roadway less than that of an ordinary single track surface railroad; he claims wonderful hill climbing possibilities, overcoming the necessity of tunnels, cuts or fills, and minimum maintenance cost after construction. A suspended railway, built twelve years ago in Europe and having none of the improved features of this construction, has proven the feasibility of high speed and low cost during its entire time of operation. The



*The Felts' Suspended Railway on Exhibition Before the Los Angeles Rotary Club.*

inventor has nothing to sell and set up his model for the Rotary club merely as an educational exhibit.

#### **LOUISVILLE-EVANSVILLE Club Pull off Fake Prize Fight.**

President Pennington of the Evansville Rotary Club said he had attended many banquets and dinners, but that he had never enjoyed any of them like he did the Louisville affair. Rotarian Hamilton, too, had more fun than anybody. He remarked a day or two afterwards that he had never laughed so much in his life.

There was a prize fight, and it was a scream. Don't get the idea that it was a real fight. The Louisville man measured five feet four inches in height and weighed about 120 pounds, while the Evansville man was about six feet six inches and weighed about 225 pounds. They made the stunt as ridiculous as was possible to be. Practically none of the Louisville members and a very few of the Evansville boys knew about this stunt, and some of the most dignified members were called forward just preceding the entrance of the fighters, and were asked to act as seconds and bottle holders. They entered into it with much enthusiasm. The apparent strenuous efforts of the fighters to hit each other were very laughable.

At the beginning of the third round, two burly policemen rushed in after turning over chairs and dishes and made their way to the stage where the fighting was performed, and announced in a loud voice that the crowd was breaking the law and they had been sent there to arrest the whole crowd. About 75 per cent of the 150 members present were scared speechless. They argued with the cops for some time and finally got them to agree to arrest simply the two presidents and principals in the fight, and it was not until after the officers got these men out into the hall that the joke was discovered. These two officers certainly did pull off their part of the stunt in great shape. The fight broke up the meeting and sent everybody away smiling.

Evansville and Louisville Rotarians feel that the "Get-Together" was a great success and not only advanced the cause of Rotary, but has done won-

ders to bring the two towns closer together commercially.

#### **McKEESPORT (Pa.) Celebrates "Ladies' Night."**

Brilliant, delightfully informal and thoroughly enjoyable are the only adjectives which adequately describe the banquet held December 3rd by the McKeesport Rotary Club to celebrate the first anniversary of its organization. Exactly 152 persons were present, about 50 per cent of them being members of the fair sex, as it was one of the famous Rotary "Ladies' Nights." The banquet was superb; the entertainment was exceptional; and the Rotary spirit permeated the atmosphere, making introductions easy and conversation cordial and sprightly.

While the banquet was being eaten, the banqueters joined in singing songs especially prepared for the occasion, all of them set to popular tunes. The programs given to the guests were unique. The roster of the club, the officers, the songs, the menu, and other interesting things were printed on the program, including "Gleanings from Rotary," being jokes, quibs and puns at the expense of the members.

#### **MEMPHIS Rotarians Subscribe \$1,000 to Help Destitute**

Approximately \$1,000 was subscribed by Rotarians and placed in the hands of a competent committee, to be known as the Christmas Fund for the poor. This committee worked out plans and coöperated with other local charity organizations in helping to brighten the homes of our poor on Christmas day. Rotarians have learned, and are putting into practice, not only the fact that "He profits most who serves best," but also that it is "More blessed to give than to receive." "Ain't it good to be a Rotarian?"

#### **MILWAUKEE Addressed by Noted Educator and Elect Governor- Elect Member.**

The Milwaukee Rotary Club is now 150 strong, and to see 100 of the leading business men of the city around the table at weekly lunches, is a most inspiring sight.





## BABY Tom Hackett and Nurse Tressler in unique "Stunt" at the Banquet of the Montgomery Rotary Club

MINNEAPOLIS Rotarians and Wives Hear English Militant Speak.

Eighty-five members of the Minneapolis Rotary Club and their wives danced, heard a program of music and listened to Christabel Pankhurst on the night of December 10th in the ballroom at the Hotel Radisson. Appointments fitted in the Christmas season decorated the hall and tinsel and candle-trimmed spruce trees vied with lavish clumps of lilies, roses, peonies, carnations and poinsettias. An "L" railroad, furnished by the Soo and depicting a special train making a run of the principal cities of the country, hung over the center table. Dances and songs by the Rotarians' Glee Club interpolated the dinner courses. The members who sang were Robert Laird, George La Ve, John Bergman, Harry Wilburn, Fred McClellan, H. A. Stuart and Howard Strong.

The club had a very interesting talk by Rotarian Brown on the use of motor trucks in modern warfare, and some of the information that he gave was so interesting that the usual time for the noon lunch seemed too short.

At the meeting held December 14th the speaker of the day was Hon. Emanuel L. Philipp, Governor-elect of Wisconsin. Mr. Philipp spoke to the club regarding the work that he has planned for his administration, and particularly so far as his efforts will be used in cementing a more friendly relation between the state administration and the business interests of Wisconsin.

At the close of the address president emeritus G. C. De Heus moved that the rules be suspended and that Governor-elect Philipp be elected to active membership in the club under the heading of "Refrigerator Transit Lines," Mr. Philipp being the president of the Union Refrigerator Transit Co. The point that was made in the motion was the fact that if Mr. Philipp had received the endorsement of a majority of the voters of the commonwealth that this would be equivalent to passing the usual requirements of the membership committee and the board of directors. The motion was carried unanimously, and Rotarian Philipp replied in a very fitting manner.

The Milwaukee Rotary Club is very proud of several orators, but it is generally conceded that all the old spell binders stand with heads uncovered when Milton C. Potter, the superintendent of public schools for the city of Milwaukee, makes one of his characteristic speeches. He favored the club with a talk on "The Education of Children" at a recent luncheon, and everyone was impressed with the great advantages of Rotary membership, because of having the privilege of listening to such an able exposition on so important a subject. Milwaukee Rotarians hope that the time may speedily arrive when Superintendent Potter will be able to deliver his wonderful message to all the delegates assembled at some one of our International Conventions.

### MOBILE Auctions Bale of Cotton for \$85.

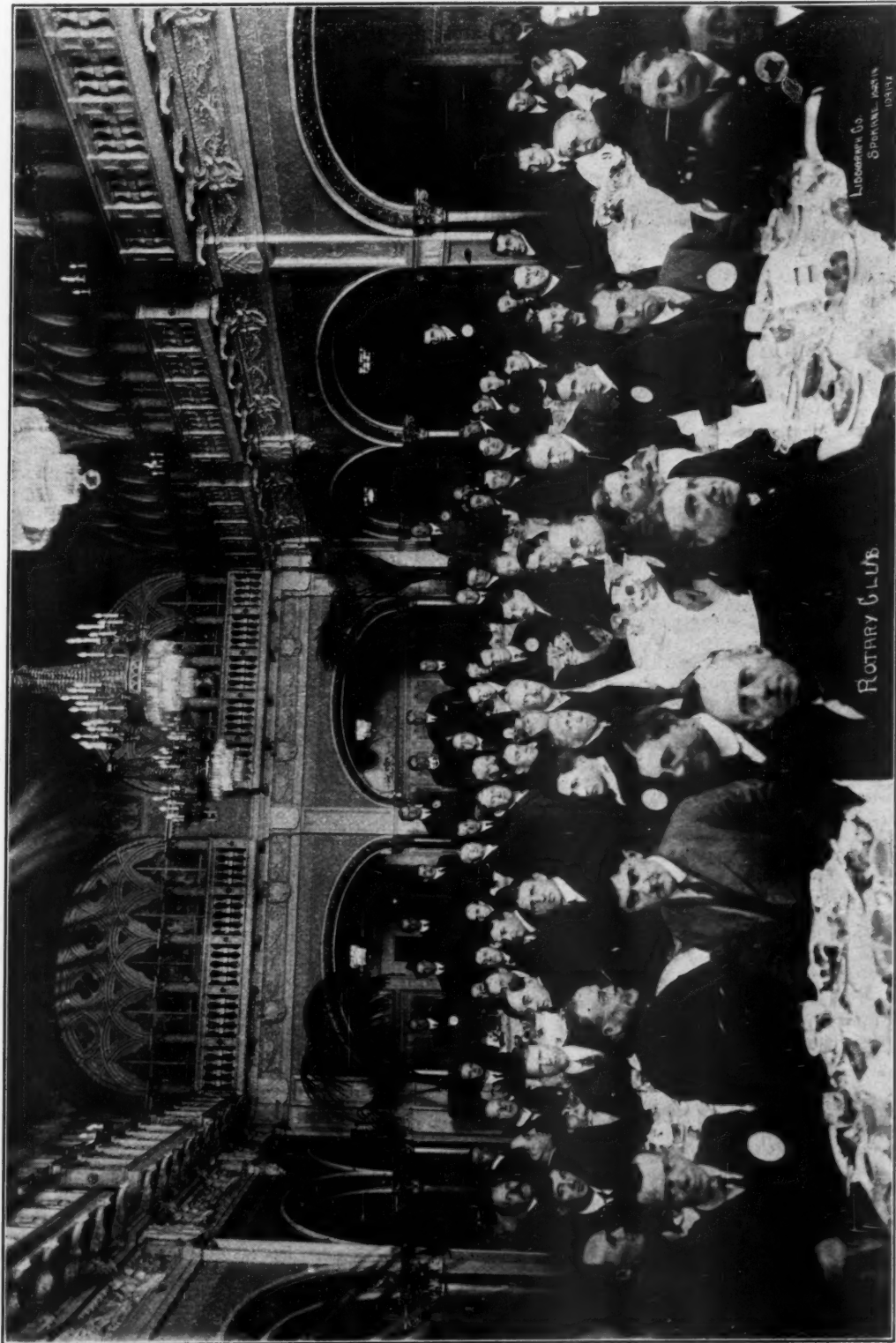
During a recent luncheon of the Mobile Rotary Club, a bale of cotton was auctioned off to the members, a visiting member of the Birmingham Rotary Club bidding against the local crowd. Several of the Mobile boys felt that it would be a disgrace to let a visiting member of an outside club buy the bale at a price above its commercial value after the chairman had announced that the proceeds received above ten cents per pound would go to the club charity fund; therefore bidding was decidedly spirited. But the bale was finally sold to the Birmingham man for \$85 at the rate of about 17 cents per pound. At this juncture, Charley Hervey turned the bale around disclosing a young lady sitting in a box mounted on rollers and cleverly covered with cotton and burlap on three sides and top, to represent a bale of cotton; a pianist mysteriously appeared during the excitement that followed and the young lady stepping out of her cotton-bound throne, bowed to the lucky purchaser and sang "O You Mobile Pickers, Why Didn't You Buy That Bale." Of course, the visiting member from Birmingham was "next" before the bidding started.

### MONTGOMERY Developing Oratorical Powers of Members.

The Montgomery Rotary Club is gradually growing by absorbing the men of the best talent and ability. At the last regular business meeting a number of splendid men were unanimously elected members of the club, including Judge Henry D. Clayton, the newly appointed United States Judge of the Middle and Northern Districts of Alabama. He is a national figure.

(Continued on page 100.)





*The Spokane Rotary Club at Dinner.*

**(WHAT THE CLUBS ARE DOING.)***(Continued from page 98.)*

The club is growing in power and influence for better coöperation in business life, an enlarged civic pride, progressive ideas and is an inspiration to the individual member to become a stronger and better man.

The Montgomery Rotary Club is also doing great work along the line of developing the oratorical powers of its members. Some who could hardly utter a half dozen words on their feet, have become magnificent speakers. Abe Meyer, the erst while Associate Editor is getting to be the main soloist of the club.

**MUSKOGEE Has Good Attendance. Listens to Able Addresses.**

The attendance is averaging fully 75% of the membership of about one hundred and twenty.

The plan recently adopted by the club of holding the business session at eight o'clock in the evening, on the first Thursday in the month, has proven a decided success.

At this evening session all standing committees report their transactions for the month past and other routine business is disposed of. Following one business session the club had the pleasure of listening to a very able address on "The Philosophy of Rotary" by Mr. W. R. Emerson, secretary of the Muskogee Gas and Electric Company, this being the second of a series of addresses given monthly on this important subject. Further entertainment was furnished by Rotarian Leiber, manager of the Wigwam Theatre, who transported the entire show from the theatre to the club's meeting place at the Severs Hotel, and gave the members a most elaborate entertainment.

Muskogee was honored by a visit from the United States Marine Band, for an afternoon and evening concert, and the Muskogee Rotary Club fittingly celebrated the event by having as its guests at the evening concert, some sixty odd pupils from the Oklahoma School for the Blind.

President Dawson adheres closely to his plan of having at each meeting a "Business Talk" by some member of the club. These talks have proved very interesting and profitable.

At a recent meeting the club had the pleasure of entertaining two of its distinguished honorary members, United States Senator Robert L. Owen and the Rt. Rev. Theodore Payne Thurston, Episcopal bishop of Eastern Oklahoma. Both gentlemen favored the club with very interesting addresses along lines both civic and Rotary.

**NEWARK Entertained by Former Athlete and Wrestler.**

Mr. J. Leonard Mason, Secretary of the Newark Playground Commission, spoke at one of the club's meetings, as it has been the desire of Newark Rotarians to enter more fully into civic matters than heretofore. Mr. Mason was formerly an athlete and wrestler of renown, and was enthusiastically received when he illustrated many clever wrestling and jiu jitsu holds. His address was enthusiastically received and repaid by a rising vote of thanks.

**NEW ORLEANS Contributes and Auctions Goods to Enrich Club Treasury.**

The last business meeting was held in the store of Jeweler Fitzgerald. The meeting was well at-

tended and Fitzgerald proved himself an ideal host.

A novel stunt was pulled off at the last dinner meeting. Each member contributed services or goods of his special line and a professional auctioneer sold the services or goods to the highest bidder. Great pleasure was derived therefrom and the treasury was enriched.

President B. C. Brown who has just returned from a trip throughout the East reports a delightful trip and a royal welcome from each Rotarian club visited; thus another link is cast to bind one club to the others.

**NORFOLK Getting Into the "Swim."**

Norfolk's Rotary Club, admitted in May, has quickly thrown off the yoke of infancy which each club must survive and is fast getting into the "swim."

Seven members elected at the last meeting out of applications numbering over thirty that were approved by the membership committee. This speaks volumes for the present membership and its future.

Bradstreets has "dun" did Norfolk a great favor when it sent down from Baltimore, J. E. Pearson, Jr., as manager of their local office and before he hardly had a chance to warm his new chair Rotary grabbed him. Since then, or at least since he was made chairman of the entertainment committee, he hasn't stopped running the finest bunch of entertaining gingery meetings it has been good fortune of Raleigh Rotarians to have in a long time.

**OMAHA Puts on the Pavlova Troupe for Charity Ball.**

The Omaha Rotary Club is still doing things. They put on the Pavlova troupe of dancers in Omaha for charity. The club bought out the entire house and then sold the tickets. On the back of each ticket the buyer could designate the particular charity to whom he wished his money to go. With 145 Rotarians behind a proposition, success is always insured, although Dan Baum dispensed a brand of "pep" that helped a great many members in their work. The club was unselfishly assisted by printers, bill posters, lithographers, engravers, etc. Most of the members' wives even sent their servants to act as ladies' maids at the ball after the performance. Anybody can give a charity ball or charity concert, but it takes the Omaha Rotary Club to give both at the same time.

Omaha Rotarians are still singing at noonday meetings.

**OTTAWA Rotarians Entertained by Joliet Rotary.**

On Thanksgiving Eve the Ottawa Rotary Club made its first out-of-town pilgrimage as guests of Joliet Rotarians and the "Forty Fortunate" who made the journey are unanimous in proclaiming them royal entertainers. The Ottawans whirled into Joliet in a special interurban car decorated with a large electric lighted emblem and were then escorted in autos to the Country club where an elaborate dinner was served. After dinner several speeches were made by members of both delegations that drew much favorable com-

*(Continued on page 120)*

# THE ROTARIAN

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## SUCCESS

If the bouquets and brickbats received by the Editor are proportionately representative of the attitude of all Rotarians towards this magazine we have accomplished a great success. However, we are not satisfied. We can do better in 1915. Rotarians should patronize our advertisers and then we shall get more advertisers. Then we shall be able to produce a handsomer and more attractive magazine. If we are going to solicit advertising for our magazine we must make it profitable to the advertiser as well as to the magazine. The latter's profits will be reinvested in making a better magazine. Then it will be more profitable to the membership at large. He Profits Most Who Serves Best.—C. R. P.

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Meetings held third Thursday of each month at 6:30 p. m. at Tutwiler Hotel.

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President—LESTER P. WINCHENBAUGH, Prop. Wholesale & Retail, High Grade Papers, 14 Oliver St. Phone, Main 6230.  
Secretary—RALPH G. WELLS, John Hancock Bldg.  
Club Headquarters, 178 Devonshire Street, Room 213. Phone, Ft. Hill 1715.  
Luncheons every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings second Monday each month 6:30 p. m. Hotel Nottingham.  
No meetings during summer months.  
HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

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President—CHAS. A. ANGELL, Vice-President Cranford Co., General Contractors, 190 Montague St.  
Secretary—C. H. BAINBRIDGE, Proprietor, Plate Glass Insurance, 150 Montague St.  
Meetings held second and fourth Thursdays of each month for luncheon, 1 p. m., at the Hotel Bossert.

**BUFFALO (N. Y.).**

President—CHRISTOPHER G. GRAUER, Sec'y Otto Ulrich Co., Booksellers, Stationers and Engravers, 386 Main St. Phones, Federal 127; Bell, Seneca 717.  
Secretary—GODFREY MORGAN, Mgr. Spencer, Kellogg & Sons, Operating Elevators, 1101 Chamber of Commerce. Phone, Bell-Seneca 1685.  
Club Headquarters at office of Secretary.  
Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler.

**CAMDEN (N. J.).**

President—RALPH D. BAKER, James F. Baker Co., Real Estate & Fire Insurance, 924 Broadway. Phones, Bell 794 L; Eastern 254.  
Secretary—WM. A. STEWART, Moffett & Stewart, Inc., Architects, 30 N. 3rd St.  
Luncheons every Tuesday in each month, except 1st Tuesday, 12:30 to 1:30 p. m. at Hotel Ridgway, Delaware Ave. and Market St. Monthly meetings 1st Tuesday of month at 6:30 p. m. at the places of business of the different members.

**CEDAR RAPIDS (Ia.).**

President—FRED C. FISHER, Security Savings Bank.  
Secretary—THOS. B. POWELL, Powell & Robbins, Attorneys, 813 American Trust Bldg.  
Meetings held every Monday at 12:15 p. m., Montrose Hotel.

**CHATTANOOGA (Tenn.).**

President—W. B. SCHWARTZ, Mgr. H. Schwartz & Son, Shoes, 716 Market St.  
Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke Printing Co., 810 Chestnut St.  
Luncheons first, second and fourth Thursday of each month, at 12:10 p. m.  
Meetings held third Thursday of each month, at 6:35 p. m., at Hotel Patten.

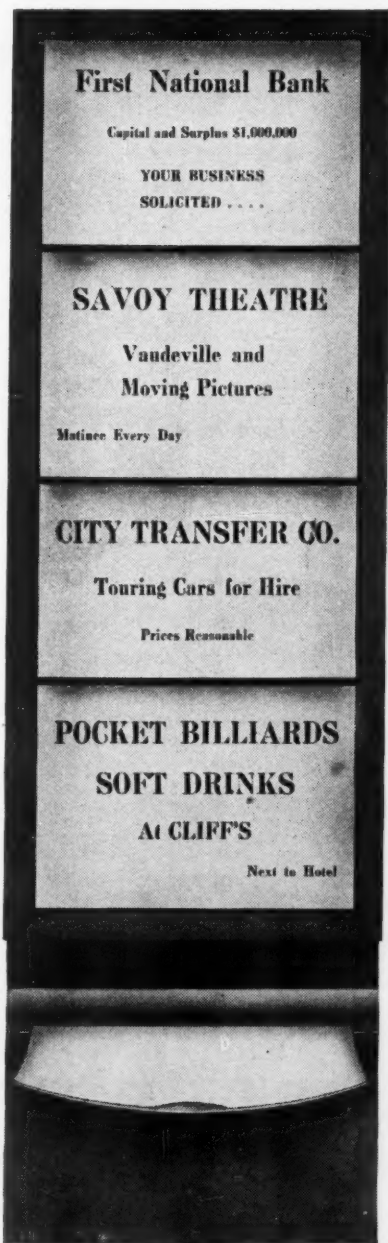
**CHICAGO (Ill.).**

President—HERBERT C. ANGSTER, Pres. Chicago Well Supply Co., 817 W. Ohio St. Phone, Superior 2261.  
Asst. Secretary—E. V. ACKERMAN, 19 S. LaSalle St. Phone, Randolph 608.  
Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608.  
Club dinners 2nd and 4th Thursdays, 6:30 p. m. at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph.  
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☐ The Front (under glass) can be used for Rotary Emblem, Safety First and special information concerning your business.

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Club Headquarters and Secretary's office, 205 Neave Bldg. Phone, Main 3922.  
Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

#### CLEBURNE (Texas).

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Secretary—CECIL HORNE, Editor Cleburne Morning Review and Johnson County Review, Printers, Publishers, and Stationers, 11 West Henderson St.  
Luncheons held every Thursday at 12:45 at Hotel Raymond.

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President—CHAS. Y. McVEY, The Cuyahoga Telephone Co. Telephone Service, Electric Bldg. Phone Central 31.  
Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles, 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168.  
Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phones, Central 23 and Prospect 75.  
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Monthly banquets and business meetings held every second Monday in each month at various hotels and clubs.

#### COLUMBUS (Ohio).

President—DR. C. L. PATTON, First Congregational Church, East Broad St.  
Secretary—HERBERT SHERWOOD WARWICK, Dept. Mgr. Chamber of Commerce, 36 E. Broad St.  
Luncheons first, second and third Tuesdays of month at 12 m., Grotto Room, Virginia Hotel. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.  
**HOTEL:** Hartman, the Rotary hotel of Columbus, Ohio, J. A. Hadley, Manager.

#### CORPUS CHRISTI (Texas).

President—J. M. NIX, Mgr. Hotel Nueces, 604 N. Chaparral St.  
Secretary—WM. G. BLAKE, Accountant, 1101 Bay View Ave. Mail Address, P. O. Box 846.  
Luncheons every Thursday at 12:30 p. m. Nueces Hotel.

#### DALLAS (Texas).

President—HARRY A. OLMSTED, Vice-Pres. and Gen. Mgr. Southwestern Paper Co., 1315 Pacific Ave.  
Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg.  
Meetings held on Thursday at 12:15 p. m., Oriental Hotel.  
**HOTEL:** New Oriental. American, \$3.00 and up; European, \$1.50 and up, Otto Herold, Mgr.

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President—HOWARD W. POWER, Care White Lily Mfg. Co., 1535 Rockingham Rd.  
Secretary—OSWALD BECKER, Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone, 4091-L.  
Club Headquarters at office of Secretary.  
Meetings, Monday of each week at 12 m. at the New Kimball.

#### DAYTON (Ohio).

President—J. A. OSWALD, Pres. The Kidder-Oswald Company, Mfg. Contractor, 5th and Norwood Streets. Phone, Main 45.  
Secretary—GEO. S. BLANCHARD, President Blanchard Structural Products Co., 614 Schwind Bldg. Phone, Main 622.  
Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.  
**HOTEL:** Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

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Secretary—CHAS. W. ADAMS, Mgr. Adams Hotel, 18th and Welton Sts. Phone, Main 8350.  
Club Headquarters at office of Secretary.  
Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

#### DES MOINES (Iowa).

President—A. P. RAINSBURG, c-o Register & Leader. Printer, 127 4th St. Phone, Walnut 320.  
Secretary—LLOYD H. WADDELL, Des Moines Duplicating Co., 311 C. N. B. Bldg. Phone, Walnut 2240.  
Club Headquarters, 311 Citizens National Bank Bldg.  
Meetings held at Savery Hotel every other Thursday.

#### DETROIT (Mich.).

President—ALONZO P. EWING, Detroit City Gas Co., Gas Mfrs., Gas Office Bldg. Phone, Main 3500.  
Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mfrs., 906 Majestic Bldg. Phone, M-187.  
Club Headquarters maintained at office of Secretary.  
Luncheon every Wednesday at Hotel Cadillac, at 12:30.

#### DULUTH (Minn.).

President—GEORGE H. BATE, Vice-President Whitney Wall Real Estate Co., 300 Torrey Bldg.  
Secretary—CHAS. W. OPPEL, M. I. Stewart Co., Printing, 310 W. 2nd St. Phone, Grand 114 or Melrose 114.  
Club Headquarters maintained at office of Secretary.  
Meetings each week at various places.

#### EL PASO (Texas).

President—CLAIBORNE ADAMS, Mgr. El Paso Grain & Milling Co., Wholesale Grain and Mill Products.  
Secretary—R. E. SHERMAN, Sales Mgr. Manhattan Heights Co., Real Estate, 207 Mills St.  
Meetings held first Thursday noon and third Thursday evening of each month.

#### ERIE (Penna.).

President—JAMES RUSSELL, Harper & Russell, Real Estate, Security Bank Bldg.  
Secretary—A. M. CASSEL, Pres. Erie Business College, Business College, Liebel Block.  
Luncheon every Wednesday at Lawrence Hotel at 12:30 p. m.

#### EVANSVILLE (Ind.).

President—R. H. PENNINGTON, R. H. Pennington & Co., Wholesale Produce, 1 L., 8th St. Phone 4646.  
Secretary—A. W. SEVRINGHAUS, Purchasing Agent Parsons-Scoville Co., Wholesale Groceries, 915 Main St.  
Luncheon every Tuesday at 12:15 at St. George Hotel.

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Secretary—ADAMS B. VERA, Vera-Reynolds, Fire Insurance, 404 Reynolds Bldg. Phone, Lamar 1037.  
Luncheons every Friday 12:15 to 1:30 p. m. at Metropolitan Hotel.  
**HOTEL:** Seibold. Clopton and Meacham, Props. 7th and Commerce Sts. \$1.00 and up, E. P. only.

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Secretary—M. M. GOODSILL, City Editor Evening Mail. Mail Bldg.  
Luncheons held first and third Thursday at 12 m.  
Meetings held second and fourth Thursday at 6:30 p. m.

#### GALVESTON (Texas).

President EDWARD F. HARRIS, Harris & Harris, Attorneys, Trust Bldg. Phone No. 130.  
Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700.  
Meetings held Wednesday of each week at 12:30 p. m., Hotel Galvez.  
**HOTEL:** Hotel Galvez. European Plan, \$2.00 and up per day.

#### GRAND RAPIDS (Mich.).

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Secretary—GLENN R. CHAMBERLAIN, Secy. Grand Rapids Gas Light Co., Ottawa Ave. and Pearl St.  
Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe.

#### HARRISBURG (Penna.).

President—WM. S. ESSICK, Gen. Agt. Casualty Ins., 75 Union Trust Bldg. Phone, Bell 166. 4 J.  
Secretary—HOWARD C. FRY, Fry Coal Co., Retail and Wholesale Coal, 9th and Market Sts. Phone, Bell 65.  
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 Meetings held 2nd Wednesday of each month at various hotels.

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President—JOHN H. FREEMAN, Sec'y and Treas. Houston Title Guaranty Co., Title Guaranty, Lumbermen's Bank Bldg. Phone, P. 1156.  
 Secretary—GEO. M. WOODWARD, Good Texas Lands, 1106 Scanlan Bldg.  
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 Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford, 38 S. Meridian St. Both Phones, 310.  
 Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

**JACKSONVILLE (Fla.).**

President—HARRY B. HOYT, Vice-President Jacksonville Gas Co., corner Laura and Church Streets.  
 Secretary—R. T. ARNOLD, Treas. Arnold Printing Co., 224 E. Forsyth St. Phone, 3462.  
 Headquarters, 202 Clark Bldg.  
 Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

**JOLIET (Ill.).**

President—JOHN B. ANDERSON, Attorney-at-law, 1st National Bank Bldg., c-o Oliver Realty Co.  
 Secretary—EDWIN B. LORD, Advertising Counsellor, Adams Arcade.  
 Luncheons every Tuesday at 12:15 at Hobbs Cafe.  
 Meetings on last Thursday night of each month at 7:00 p. m. at Commercial Club.

**KANSAS CITY (Mo.).**

President—W. U. LOVITT, Smith, Rea & Lovitt, Architects, 602 Finance Bldg. Both phones, M. 1846.  
 Secretary—ALBERT PICO, Gen. Agt. United Auto-graphic Register Co., Duplicating Registers for Bills of Lading, etc., 317 Shukert Bldg. Phones Bell, G. 1584; Home, M. 1360.  
 Club Headquarters, 411 Reliance Bldg.  
 Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

**LINCOLN (Neb.).**

President—R. O. CASTLE, Castle, Roper & Matthews, Undertakers. 1319 "N" St.  
 Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St.  
 Club Headquarters at office of Secretary.  
 Meetings every Tuesday noon at Lincoln Hotel.  
 HOTEL: Lincoln Hotel, European, 9th and P Sts., Rotary Hotel, F. J. Richards, Mgr.

**LITTLE ROCK (Ark.).**

President—K. A. ENGLE, Bus. Mgr. Arkansas Democrat.  
 Secretary—S. M. BROOKS, S. M. Brooks Adv. Agency, Ad Writer and Counsellor, 808 State Bank Bldg. Phone 1326.  
 Meetings are held at State National Bank Bldg., Directors' room or Marion Hotel on Thursdays.

**LOS ANGELES (Calif.).**

President—ROGER M. ANDREWS, Pres. Germania Publishing Co., 230 Franklin St. Phones, Home A1474; Sunset, Broadway 832.  
 Secretary—H. C. WARDEN, 506-7 Delta Bldg. Phones, Home, F7343; Sunset, Main 7343.  
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 Secretary—S. A. CAMPBELL, Agt. Cumberland Gap Dispatch, Fast Freight from Eastern Cities, 1008 Columbia Bldg.

Club Headquarters at office of Secretary.

Luncheons every Thursday at 12:15 p. m. at Hotel Waterson, with the exception of the last Thursday in month, when meeting is held at 6:30 p. m.

**McKEESPORT (Pa.).**

President—JNO. A. RUSSELL, Builders Supply Co., 4th and Water Streets.  
 Secretary—R. W. JUNKER, Real Estate & Insurance, 508 Peoples Bank Bldg.  
 Meetings every other Thursday at 6 p. m. at the various down town places.

**MACON (Ga.).**

President—JNO. W. HANCOCK, Mgr. Atlantic Ice & Coal Corporation, Waterville Road.  
 Secretary—W. G. BILLINGS, Agt. Whitehead-Hoag & Co., 1009 Georgia Casualty Bldg.  
 Meetings every Wednesday at 1 p. m., at various cafes and hotels.

**MADISON (Wis.).**

President—JOHN ST. JOHN, Secretary Madison Gas & Electric Co., 120 E. Main St. Phone, 4400.  
 Secretary—F. W. HUELS, Motorcycles, 115 State St. Phone, 127.  
 Meetings every Thursday at 12:30 p. m., at new Park Hotel.

**MEMPHIS (Tenn.).**

President—C. S. BLACKBURN, Wholesale Produce, 26 South Front St.  
 Secretary—G. O. WARING, Collections and Adjustments, 906 Exchange Bldg.  
 Luncheons every Tuesday from 12:30 to 1:30 at Hotel Chisca.

**MILWAUKEE (Wis.).**

President—W. J. ZIMMERS, Baker & Zimmers, Attorneys, 740 Wells Bldg. Phone, Main 633.  
 Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127.  
 Club Headquarters, Room 26, Hotel Pfister. Phone, Main 3920.  
 Club luncheons held every Monday at the Hotel Pfister, 12:15 p. m.

**MINNEAPOLIS (Minn.).**

President—HARRY R. SHEPARDSON, Mgr. Loose-Wiles Biscuit Co., Washington and Seventh Aves. N. Phones Main 926; Center 2850.  
 Secretary—C. PAUL TRACY, Mgr. City Sales Carnegie Fuel Co., 9 S. 7th St. Phones Main 2100; Center 2012.  
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President—RICHARD S. HOSFORD, Office Mgr. Deere & Co. Implement Mfg.  
 Secretary—WM. H. SCHULZKE, Architect. 610 Peoples Bank Bldg.  
 Luncheons every Wednesday at 12:10 p. m. at Manufacturer's Hotel.

**MONTGOMERY (Ala.).**

President—RALPH D. QUISENBERRY, Southern Syrup Co., Syrup Refinery.  
 Secretary—W. F. BLACK, City Hall.  
 Meetings held on Wednesdays at 1 p. m. at Exchange Hotel.

**MUSKOGEE (Okla.).**

President—CHAS. W. DAWSON, Architect, 412 Iowa Bldg.  
 Secretary—JOHN A. ARNOLD, Accountant, 528-529 Flynn-Ames Bldg.  
 Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

**NASHVILLE (Tenn.).**

President—ROBT. H. BRANNAN, Hermitage Hdw. Co., 309 3rd Ave. N.  
 Secretary—HOUSTON W. FALL, Fall's Business College, 8th Ave. and Broadway.  
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Club Headquarters at office of Secretary.

Meetings on the second Tuesday evening of each month excepting July and August, at Achtel Stettens' Restaurant 842 Broad St. Weekly Luncheons are not held although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

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Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St.  
Luncheons every Monday at 12:15 at Y. M. C. A.  
Meetings are held first Monday of each month.

#### NEW ORLEANS (La.).

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Secretary—WM. R. BURK, Architect, 840 Gravier St. Phone, Main 2127.  
Club Headquarters at Hotel DeSoto.  
Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

#### NEW YORK (N. Y.).

President—WM. GETTINGER, President Eaton & Gettinger, Printing, 263 9th Ave. Phone, Chelsea 8680.  
Secretary—CHAS. A. PEARSON, Room 447, Hotel Imperial.  
Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 447.  
Meetings on the first Tuesday of each month, excepting July and August, at various restaurants. Weekly luncheons, Thursdays at 12:30 p. m., private room, Hof Brau Haus, Broadway and 30th St.  
HOTEL: Imperial, Broadway and 31st. Rates, \$1.50 per day and up. Copeland Townsend, Mgr.

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Secretary—C. J. MAINS, Monticello Hotel.  
Meetings second and fourth Thursdays at 7 p. m. at Fairfax Hotel.

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President—D. L. ARONSON, Cahn, Nickelsburg & Co., Boots and Shoes, 1126 Brush St.  
Hon. Secretary—J. N. BORROUGHS, Pres. Oakland, Calif., Towel Co., Towel Supplies, 28th and Filbert Streets. Phone, Oakland 883.  
Club Office, 422 Dalziel Bldg. Phone, Lakeside 287.  
Meetings every Thursday at 12:30 at Hotel Oakland.

#### OKLAHOMA CITY (Okla.).

President—CARL F. WELHENER, Boardman Co., Terminal Bldg.  
Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 922 State Nat'l Bank Bldg.  
Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner.  
Club Headquarters are the Secretary's office.

#### OMAHA (Neb.).

President—H. S. WELLER, Vice-President Richardson Drug Co., 9th and Jackson.  
Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Phone, Douglas 861.  
Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.  
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Secretary—F. B. GRAHAM, Partner, Terra Cotta Tile Co., Mfgs. of Drain Tile.  
Luncheons third Tuesday of each month at 12:00 m. at Clifton Hotel.  
Meetings first Tuesday of each month at 7:00 p. m., at Clifton Hotel.

#### PALESTINE (Tex.).

President—T. B. GREENWOOD, c-o Greenwood & Greenwood, Attorneys-at-law.  
Secretary—DR. ROY W. DUNLAP, Physician (Eye, Ear, Nose and Throat), Link Bldg.  
Meetings held on 2nd and 4th Wednesdays of each month, 12 m., at Interstate Restaurant.

#### PATERSON (N. J.).

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Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.  
Meetings held third Tuesday of the month at G. H. Crawford's, 148 Washington St.

#### PEORIA (Ill.).

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.  
Secretary—E. C. SCHMITZ, Office Outfitter, 336 S. Jefferson Ave. Phone, Main 4379.  
Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

#### PHILADELPHIA (Penna.).

President—GUY GUNDAKER, Asst. Mgr. Kugler's Restaurant Co., 1412 Chestnut St. Phones, Bell, Spruce 2530; Key, Race 137.  
Secretary—CHARLES A. TYLER, Assistant to the General Business Manager of the Public Ledger Co., 6th and Chestnut Streets.  
Regular luncheons at the St. James Hotel on Wednesdays, 12:30 to 1:30 p. m.  
Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.  
HOTEL: Hotel Adelphia, Chestnut and 13th Sts., European. Rates, \$2.50 up.

#### PHOENIX (Ariz.).

President—AMOS A. BETTS, Transfer Business, 42 S. Central Ave.  
Secretary—FRANK S. HESS, Partner T. B. Stewart, General Contractor, 1-2 Central Bldg. Address mail to P. O. Box 1074.  
Club Luncheons held every Friday from 12 m. to 1:30 p. m. at the American Kitchen.

#### PITTSBURGH (Penna.).

President—GEO. W. DUFFUS, Supt. The Bradstreet Co., Mercantile Agency, Commonwealth Bldg. Phone, Court 34.  
Secretary—M. S. JOHNSTON, Stanwix Shops Bldg., Penn Ave. and Stanwix St. Tel. Court 77.  
Club Headquarters at office of Secretary.  
Meetings at Fort Pitt Hotel each Wednesday at 12:15 noon, excepting one Wednesday each month when evening meeting is held.

#### PORTLAND (Ore.).

President—JNO. C. ENGLISH, President J. C. English Co., Lighting Fixtures, 128 Park St.  
Secretary—J. L. WRIGHT, President Portland Printing House Co., 388 Taylor St.  
Club Headquarters, 201-2 National Theatre Bldg., Park & Stark St. Phone, Main 9004. W. L. Whiting, Assistant Secretary.  
Weekly luncheons held every Tuesday at 12:30 p. m., Benson Hotel.  
HOTEL: The Wheeldon Annex (Apartment Hotel) 10th & Salmon Sts. European. C. L. Horn, Rotarian, Pres.

#### PROVIDENCE (R. I.).

President—J. B. LEEMAN, Browning, King Co., Clothing, 210 Westminster St. Phone, Union 1285.  
Secretary—E. L. MORRIS, E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, Union 1214.  
Regular monthly meetings, 2nd Tuesday each month at 6:30 p. m. at Crown Hotel. Semi-monthly luncheons, 1st and 3rd Wednesdays at 12:30 o'clock.  
HOTEL: The Crown, Weybosset St. Fred Mansfield, Rotarian, Prop. European, \$1.50 and up.

#### PUEBLO (Colo.).

President—JESSE ROOD, Secy-Treas. & Gen. Mgr. Rood Candy Co., Wholesale Confectioners, 406 W. 7th St. Phone, Main 30.  
Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829.  
Club Headquarters at office of Secretary.  
Weekly meetings every Monday, 12:15 to 1:15 p. m., alternating Congress Hotel and Vail Hotel.

#### RALEIGH (N. C.).

President—MANLEY W. TYREE, Prop. Tyree's Studio, Photographer, 1194 Fayetteville St.  
Secretary—ALBERT L. COX, Cox & Cox, Attorneys-at-law, 407 Tucker Bldg.  
Luncheons second and fourth Wednesday of each month at 1:05 p. m. at The Yarbrough.

#### READING (Penna.).

President—WILLIAM W. KECK, Partner Croll & Keck, Clothing, 418 Penn St.



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Secretary—D. G. McCANN, Treas. McCann's Business College, Berks Co. Trust Bldg.  
First and third Tuesday of each month at 8 p. m. meetings are held at the business places of the various members.

**RICHMOND (Va.).**

President—THOS. B. McADAMS, Cashier Merchants' National Bank.  
Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., Twelve-Six Main St. Address mail, Box 1336.  
Club Headquarters at office of Secretary. Phone, Mon. 5766.  
Luncheon meetings every second Tuesday at 1 p. m.  
Every fourth Tuesday at 6:30 p. m.  
Meetings rotate between Business Men's Club, Coles, and other places. Consult the officers or ask for copy Tabasco, our club organ.

**ROANOKE (Va.).**

President—D. P. SITES, Caldwell Sites Co., Booksellers and Stationers, 105 Jefferson St.  
Secretary—C. F. COCKE, Partner Cox & Cocke, Attorneys, 509 Terry Bldg.  
Luncheons every second Thursday.

**ROCHESTER (N. Y.).**

President—FRED D. HAAK, City Rep. Yawman & Erbe Mfg. Co., 424 St. Paul St. Both Phones 527.  
Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190.  
Club luncheons every Tuesday, 12:30 to 1:30 p. m. at Hotel Rochester.

**ROCK ISLAND (Ill.).**

President—B. D. CONNELLY, Attorney-at-law, Peoples Nat'l Bk. Bldg. Phone, 349.  
Secretary—R. C. MITCHELL, Commercial Banking, State Bank Bldg. Phone 30.  
Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

**ROME (Ga.).**

President—GEO. B. SMITH, M. D., Oculist, Cor. Broad Street and Fourth Avenue.  
Secretary—J. D. McCARTNEY, Managing Editor Rome Tribune-Herald, Tribune-Herald Bldg.  
Luncheons every Wednesday at 1:00 p. m. at Cherokee Hotel.  
Monthly dinners fourth Wednesday of each month at 7 p. m., at Cherokee Hotel.

**SACRAMENTO (Calif.).**

President—S. H. GILBERT, S. H. Gilbert Co., Fire Insurance, 919 6th St.  
Secretary—J. FONTAINE JOHNSON, Johnson & Lemon, Lawyer, 426 Forum Bldg.  
Luncheons every Friday at 12:15 p. m. at Hotel Sacramento.

**SAGINAW (Mich.).**

President—GEO. B. WILLCOX, Pres. & Gen. Mgr. Willcox Engineering Co., Sheet Metal Mfrs., 900 S. Warren Ave.  
Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave.  
Luncheons every Wednesday at 12 m. at the East Saginaw Club.

**ST. JOSEPH (Mo.).**

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.  
Secretary—W. S. ALDRICH, Partner of the Firm Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.  
Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

**SAINT LOUIS (Mo.).**

President—JESSE M. TOMPSETT, Treas. Isler-Tompsett Lithographing Co., Commercial Lithographing, 1602 Locust St. Phones, Olive 623; Cabany 989 W.  
Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.  
Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.  
Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at Planters Hotel in Parlor A.  
HOTEL: Planters, Pine, Fourth & Chestnut Sts. \$1.50 and up. European plan. Wm. A. Walker, Mgr.

**ST. PAUL (Minn.).**

President—FRED C. LISTOE, Listoe & Wold, Undertakers, 150 West 4th St. Phones, Cedar 6500, Tri-State 230.  
Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2089.

Club Headquarters at Secretary's office.

Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

HOTEL: The Saint Paul, European plan, \$2.00 up, with bath. C. G. Roth, Mgr.

**SALT LAKE CITY (Utah).**

President—F. S. MURPHY, Pres. F. S. Murphy & Co., Lumber Broker, Walker Bank Bldg.  
Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co., Mining Stock Brokers, 306 Newhouse Bldg. Phone, Wasatch 104.  
Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

**SAN ANTONIO (Texas).**

President—HARRY L. MILLER, J. H. Kirkpatrick Co., City Real Estate, 419 Navarro St. Phone, C. 89.  
Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, P. O. Box 807. Phone C. 10.  
Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel.  
Luncheons at 12:30 each Friday at one of the leading hotels.

**SAN DIEGO (Calif.).**

President—HOMER W. SUMPTION, Mfr. Glazed Cement Pipe, Central Mortgage Bldg. Phone, Main 29.  
Secretary—FRANKLIN M. BELL, 704 Central Mortgage Bldg. Phones, Home 4160; Main 480.  
Club Headquarters at office of Secretary.  
Meetings are held every Thursday at 12:10.  
HOTEL: The San Diego, on Broadway. \$1.00 per day and up; European Plan. Miller & Porter.  
HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Hernan, Mgr.

**SAN FRANCISCO (Calif.).****1915 Convention City.**

President—CHAS. H. VICTOR, Mgr. Yawman & Erbe Mfg. Co. Filing Systems and Devices. 712 Mission St. Phone, Douglas 2357.  
Secretary—H. H. FEIGHNER, 817 Humboldt Bank Building.  
Club Headquarters at 817-818 Humboldt Bank Bldg. Phone Douglas 1363.  
Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets.  
HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

**SAN JOSE (Calif.).**

President—H. E. HOFF, Hoff & Kayser, Shoes, 95 S. First St.  
Secretary—CHAS. M. O'BRIEN, 30 S. 1st St.  
Luncheons every Wednesday at O'Brien's Confectionery.

**SAVANNAH (Ga.).**

President—JOHN S. BANKS, Phillips & Crew Co., Pianos and Organs, 242 Bull St. Phone 3372.  
Secretary—C. V. SNEDEKER, JR., Snedeker & Lude-man, Architects, 401 National Bldg. Phone, 457.  
Luncheons every Tuesday in the month except the fourth, 2:15 to 3 o'clock. Fourth Tuesday at 7 p. m.

**SCRANTON (Pa.).**

President—WM. H. HAGEN, Hagen & Wagner Co., Dry Goods & Furnishings, 205 Washington Ave.  
Secretary—CAREY P. WILLIAMS, Traffic Mgr. Bell Tel. Co., of Penna., 117 Adams Ave. Mail Address P. O. Box 143.  
Meetings held every Monday at 12:15 p. m. at Hotel Jermyn.

**SEATTLE (Wash.).**

President—R. D. PINNEO, Pacific Coast S. S. Co. Freight & Passenger Transportation, 608 Second Ave. Phone, Main 8040.  
Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel.  
Club Headquarters at office of Secretary.  
Meetings held at the Washington Annex, 2nd Ave., and Stuart St., every Monday at 12:15 p. m.

**SHREVEPORT (La.).**

President—SAM W. MASON, Caddo Abstract Co., Abstracts, 219 Commercial Bank Bldg.  
Secretary—JNO. B. YAUGER, Underwood Typewriter Co., Typewriters, 515 Marshall St.  
Luncheons first three Fridays of each month at 12:13 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

**SIOUX CITY (Ia.).**

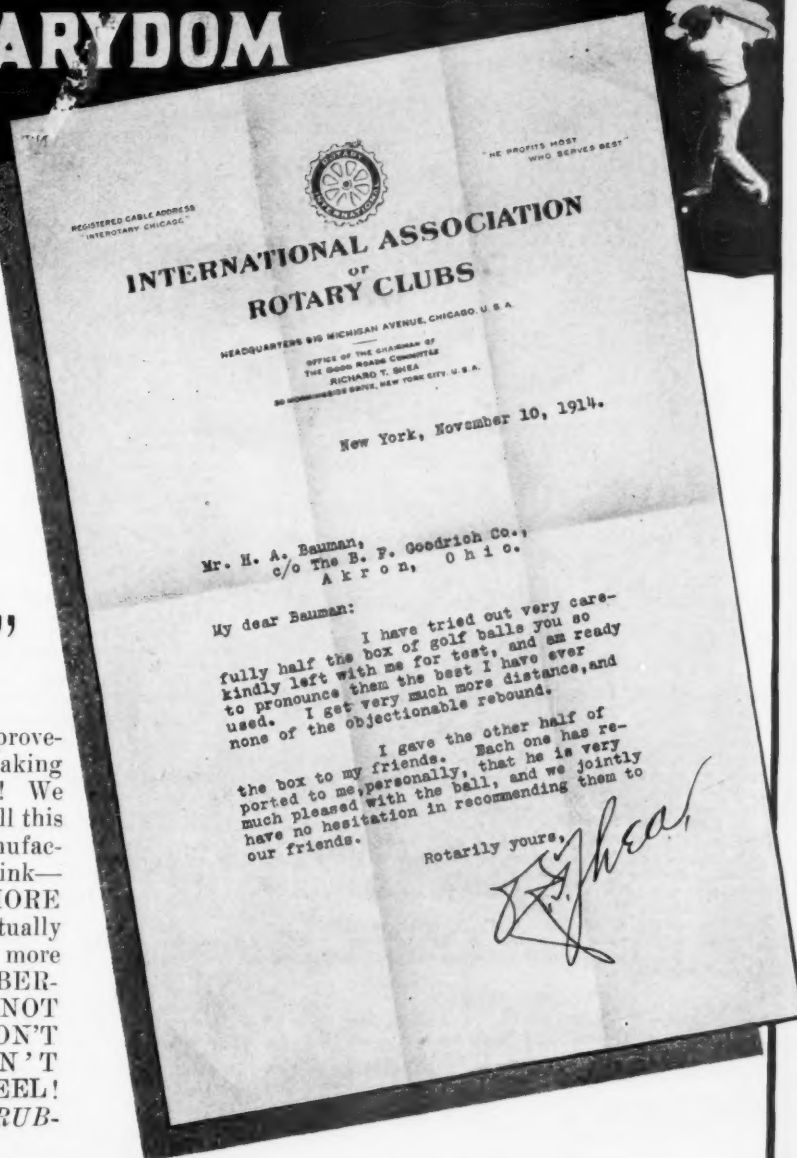
President—FRANK S. LAMAR, Secy. Deitch & Lamar Co., Office and Filing Devices, 418 Nebraska St.  
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Club Headquarters at office of Secretary.  
Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin or The West Hotels.

#### SOUTH BEND (Ind.).

President—CHAS. C. HERR, Herr & Herr, 111 W. Washington Ave.  
Secretary—E. T. BONDS, C. U. Tel. Co., 227 S. Main St.  
Meetings held first and third Wednesday at 12:15 p. m., at The Oliver.

#### SPOKANE (Wash.).

President—A. F. S. STEELE, Secy. Washington Water Power Company, Electric Light & Power. W. W. P. Bldg. Phones, Main 5171 and Maxwell 3510.  
Secretary—CHESTER L. WYNN, 503 Chamber of Commerce Bldg. Phone Main 107.  
Meetings held every Thursday at 12 m. at The Hall of the Doves, Davenport's.

#### SPRINGFIELD (Ill.).

President—O. G. SCOTT, Scott Coal Co., 327 S. 5th St.  
Secretary—R. F. BUTTS, Form Letters, Buckeye Sales Co., 502 Reisch Bldg.  
Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

#### SPRINGFIELD (Ohio).

President—CHAS. L. BAUER, President The Bauer Bros. Co.  
Secretary—JAMES S. WEBB, General Agent The National Life Insurance Co. of Vermont, 417 Bushnell Bldg.  
Luncheons every Monday at 12:15 p. m. at the Arcade Hotel.

#### STOCKTON (Calif.).

President—NOEL H. GARRISON, Principal Stockton High School.  
Secretary—S. C. BEANE, So. Pacific Company, Sacra and Main.

#### SUPERIOR (Wis.).

President—J. C. CROWLEY, JR., Mgr. Peoples Telephone Co., 1013 Ogden Ave.  
Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg.  
Club Headquarters, Hotel Superior. Phone, Ogden 224.  
Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

#### SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone, 7785. Residence, 502 Walnut Ave.  
Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.  
Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

#### TACOMA (Wash.).

President—R. E. ROBINSON, Mgr. Sherman, Clay & Co., Pianos, Organs and Talking Machines, 928 So. C. St. Phone M. 905.  
Secretary—G. B. WOODBRIDGE, Tacoma Hotel, 923 A St.  
Club Headquarters at Tacoma Hotel, 923 A St.  
Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

#### TAMPA (Fla.).

President—J. T. MAHONEY, Rhodes-Pearce-Mahoney Co., House Furnishers and Office Fixtures.  
Secretary—L. D. REAGIN, Tampa Publishing Co., Cor. Washington and Franklin Streets.  
Meetings held every Tuesday at 12:30 p. m. at Hillsboro.

#### TERRE HAUTE (Ind.).

President—PAUL BOGART, Davis, Bogart & Royse, Attorneys. 613 Trust Bldg.  
Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Men's Furnishings, 523 Wabash Ave.  
Luncheon every Tuesday at 12:15 p. m. at the Rotarian Hotel Deming, with the exception of the last Tuesday in the month when meetings are held at 6:30 p. m.

#### TOPEKA (Kas.).

President—GEO. GODFREY MOORE, Life Insurance. New England Bldg. Phone, 1208.

Secretary—J. M. BRUNT, Retail Drugs. 435 Kansas Ave. Phone, 528.  
Luncheons first and third Thursdays of each month at 12:15 p. m.

#### TOLEDO (Ohio).

President—THOMAS A. DEVILBISS, Mgr. The Devilbiss Mfg. Co., Mfg. Atomizers, 1304 Dorr St. Phone 22x28.  
Secretary—ED. R. KELSEY, c-o The Toledo Railway & Light Co. Transportation Superior St. Phone 7200.  
Weekly Club Luncheons will be held every Friday noon at 12 o'clock at the Hotel Secor.  
Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.  
HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallick Bros., Props.

#### TRENTON (N. J.).

President—WALTER F. SMITH, Insurance, 203 E. State St.  
Secretary—CHAS. F. STOUT, Proprietor Haberdashery, 38 E. State St.  
Luncheons third Thursday of each month, 12:30 to 1:30 p. m., at Hilbrecht's or Trenton House.

#### TROY (N. Y.).

President—JOS. A. LEGGETT, Pres. John Leggett & Son, Paper Box Mfrs., 2134 7th Ave. Phone, Troy 706-F-3.  
Secretary—JAS. A. BEATTIE, Laundry, 607 Broadway. Luncheons every Tuesday at 1 p. m. at Hotel Rensselaer.

#### WACO (Texas).

President—J. M. PENLAND, Mgr. Waco Drug Co., 4th and Mary Streets.  
Secretary—C. G. SNEAD, Prop. Zeptozone Co., 2004 Lyle St.  
Meetings every Monday at 12:15 p. m. at State House Hotel.

#### WASHINGTON (D. C.).

President—JOSEPH M. STODDARD, Cook & Stoddard, Automobiles, 1138 Connecticut Ave. Phone, North 7810.  
Secretary—HOLCOMBE G. JOHNSON, Johnson & Adams. Insurance. 519 Southern Bldg.  
Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.  
HOTEL: The New Ebbitt, 14th and F. Streets. European, \$1.50 to \$4.00. G. F. Schutt, Prop.

#### WATERTOWN (N. Y.).

President—HENRY N. BUTTERWORTH, H. Butterworth & Sons, Manufacturers Furriers, Hatters and Furnishers. 109 Arsenal St.  
Secretary—L. deL. BERG, Mfg. Steam Specialties, 124 E. Moulton St.  
Luncheon every Wednesday except first Wednesday in month at 12:15 p. m. at Woodruff House Grill.  
Meetings held on the first Wednesday of each month except during the months of July and August at 6:30 p. m. at the Woodruff House Grill.

#### WICHITA (Kans.).

President—WILL G. PRICE, Pres. Wichita Business College, 113 No. Market St. Phone, Market 1878.  
Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.  
Meetings of Club held every other Monday evening (except July and August) at place designated for each meeting.  
Round Table Luncheons every Friday noon at Kansas Club.

#### WORCESTER (Mass.).

President—LEWIS M. McCALLUM, Secy. Parker Wire Goods Co., 1 Assonet St. Phone 4400.  
Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 418 Main St.  
Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room.  
Monthly dinner and business meeting held on the third Monday in each month.  
HOTEL: The New Bancroft. A new million dollar hotel. Rates, \$1.50 up. European plan.

#### Clubs Not Yet Affiliated in the Association.

#### ATLANTIC CITY (N. J.).

Secretary—DR. J. S. LOGUE, New York Ave. & Boardwalk.

#### AUGUSTA (Ga.).

Secretary—W. W. HACKETT, 215 Jackson St.

#### BAY CITY (Mich.).

Secretary—C. H. FRANTZ, 407 Center Ave.









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Cheer up (why not).



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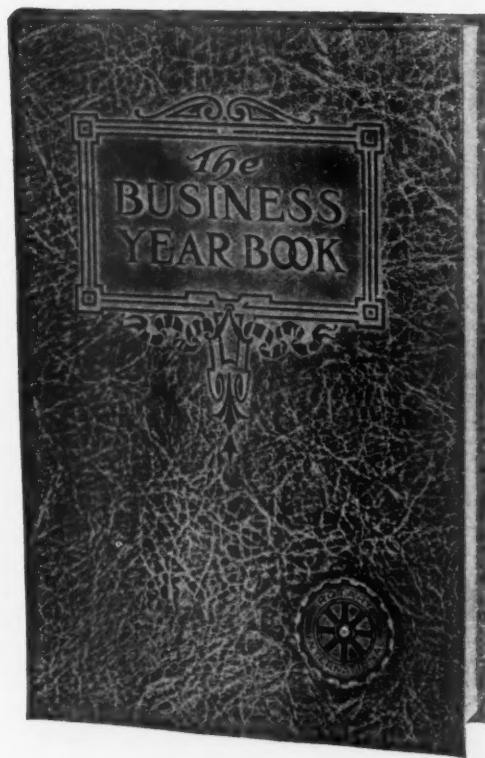
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**HAVERHILL (Mass.).**  
Temporary Secretary—ARTHUR F. ALLAN.

**ITHACA (N. Y.).**  
Secretary—B. E. SANFORD, c-o Cornell Co-operative Society.

**JACKSON (Miss.).**  
Secretary—J. C. McGEE, c-o Hunter & McGee Drug Co.

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Secretary—JOHN T. NIELSON, Gen. Mgr. Magee Bros. Co.

**SPRINGFIELD (Mass.).**  
Secretary—D. H. LAMB, P. O. Box 552.

**WAUSAU (Wis.).**  
Secretary—R. C. DEUTSCH.

**YOUNGSTOWN (Ohio).**  
Secretary—CLAUDE HOWARD, c-o Germania Life Ins. Co.

**WILLIAMSPORT (Pa.).**  
Secretary—I. VAN BAALEN, 217 Wick Ave.

### Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

**CALGARY (Alta.).**  
President—J. S. RYAN, R. G. Dun & Co., Mercantile Agency, 23 Thomas Block.  
Secretary—DOUGLAS C. HOWLAND, Vacuum Cleaners, 105 6th Ave. W.  
Luncheons second and fourth Tuesday of each month at 12:30 p. m.

**HALIFAX (N. S.).**  
President—JOHN C. GASS, Provincial Mgr. Imperial Life Assurance Company. Bank of Commerce Bldg. Phone 376.  
Secretary—PEARL O. SOULIS, Pres. Soulis Typewriter Co., Ltd. Modern Office Devices. Cor. Granville & Sackville Sts. Phone 1426.  
Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly Meetings 1st Tuesday in each month.  
HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

**HAMILTON (Ont.).**  
President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co.  
Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

**MONTREAL (Que.).**  
President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St.  
Secretary—JAS. C. MUNDLE, 405 Dominion Express Bldg.  
Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

**ST. JOHN (N. B.).**  
President—A. P. ALLINGHAM, Imperial Life Assurance Co., 60 Princess St.  
Temporary Secretary—STAN F. JAMIESON, Allison & Thomas, 147 Prince William St. Phone M 1202.  
Luncheons every Monday at 1:15 p. m.

**TORONTO (Ont.).**  
President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.  
Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd. 97 Wellington Street, W.  
Club Headquarters, Stock Exchange Bldg.  
Weekly luncheons, every Friday at 1:10 p. m., Dunning's Hotel, 29 King St. West.

**VANCOUVER (B. C.).**  
President—REV. E. L. PIDGEON, Minister St. Johns Presbyterian Church, 1859 Pendrell St.  
Secretary—W. P. KEARNS, Club Office, 511 Dominion Bldg. Telephone Seymour 845.  
Club Headquarters Room 147 Hotel Vancouver.  
Weekly Luncheons, 12:30 p. m. sharp, in the Hotel Vancouver, 1142 Pender St., West.

**VICTORIA (B. C.).**  
President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St.

Secretary—CAPT. T. J. GOODLAKE, 110 Westholme Hotel.  
Club luncheons every Thursday at 1 p. m. at Westholme Grill.

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Secretary—HUBERT T. READE, Hubert Reade & Co., Chartered Accountant, 407 Quebec Bank Bldg. Phone, Garry 4100.  
Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

### Great Britain and Ireland.

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President—W. H. ALEXANDER, Motor Merchant, 91 Donegall St. Phone, Belfast 974 and 1801.  
Secretary—HUGH BOYD, Atkinson & Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.  
Luncheons, Monday from one to two p. m., the Grand Central Hotel.

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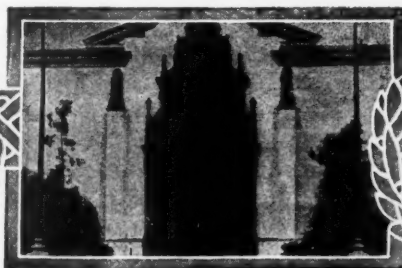
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Luncheons every Thursday at 1 p. m. at the Bear's Paw.

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Hon. Secretary—F. C. KERRIDGE, Insurance Broker, 16 John Dalton St. Phone, Central 1773.  
Headquarters, Albion Hotel, Piccadilly.  
Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.



Main Portal, Varied Industries



Minor Portal, Varied Industries

# SAN FRANCISCO

## 1 9 1 5

### The Exposition

1. Will open **on time**, Feb. 20, 1915.
2. Will be 100% ready **then**.
3. Will be **the greatest** in spite of war.
4. Will show practically **every** nation.
5. Will even bring every Rotarian West.

The Rotary Club of San Francisco  
invites you to

# SAN FRANCISCO

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California Building, which Will Contain the Displays of Its Fifty-eight Counties



**BUTTE (Mont.).**  
Secretary—W. L. COSTELLO, Hennessy Bldg.

**EASTON (Penna.).**  
Secretary—H. B. THOMAS, Easton Trust Bldg.

**HAVERHILL (Mass.).**  
Temporary Secretary—ARTHUR F. ALLAN.

**ITHACA (N. Y.).**  
Secretary—B. E. SANFORD, c-o Cornell Co-operative Society.

**JACKSON (Miss.).**  
Secretary—J. C. MCGEE, c-o Hunter & McGee Drug Co.

**McALESTER (Okla.).**  
Secretary—R. L. McPHERON.

**PADUCAH (Ky.).**  
Secretary—L. L. BILLUPS, Mgr. Cumberland Tel. Co.

**PIQUA (Ohio).**  
Secretary—JOHN T. NIELSON, Gen. Mgr. Magee Bros. Co.

**SPRINGFIELD (Mass.).**  
Secretary—D. H. LAMB, P. O. Box 552.

**WAUSAU (Wis.).**  
Secretary—R. C. DEUTSCH.

**YOUNGSTOWN (Ohio).**  
Secretary—CLAUDE HOWARD, c-o Germania Life Ins. Co.

**WILLIAMSPORT (Pa.).**  
Secretary—I. VAN BAALEN, 217 Wick Ave.

### Canada.

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**CALGARY (Alta.).**  
President—J. S. RYAN, R. G. Dun & Co., Mercantile Agency, 23 Thomas Block.  
Secretary—DOUGLAS C. HOWLAND, Vacuum Cleaners, 105 6th Ave. W.  
Luncheons second and fourth Tuesday of each month at 12:30 p. m.

**HALIFAX (N. S.).**  
President—JOHN C. GASS, Provincial Mgr. Imperial Life Assurance Company. Bank of Commerce Bldg. Phone 376.  
Secretary—PEARL O. SOULIS, Pres. Soulis Typewriter Co., Ltd. Modern Office Devices. Cor. Granville & Sackville Sts. Phone 1426.  
Luncheons every Tuesday at 1 p. m. at Halifax Hotel.  
Monthly Meetings 1st Tuesday in each month.  
HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

**HAMILTON (Ont.).**  
President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co.  
Secretary—A. R. BELL, Mgr. The Garlock Packing Co.  
Meetings held Thursday at 1:10 p. m. at Young's Cafe.

**MONTREAL (Que.).**  
President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St.  
Secretary—JAS. C. MUNDLE, 405 Dominion Express Bldg.  
Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

**ST. JOHN (N. B.).**  
President—A. P. ALLINGHAM, Imperial Life Assurance Co., 60 Princess St.  
Temporary Secretary—STAN F. JAMIESON, Allison & Thomas. 147 Prince William St. Phone M 1202.  
Luncheons every Monday at 1:15 p. m.

**TORONTO (Ont.).**  
President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.  
Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd. 97 Wellington Street, W.  
Club Headquarters, Stock Exchange Bldg.  
Weekly luncheons, every Friday at 1:10 p. m., Dunning's Hotel, 29 King St. West.

**VANCOUVER (B. C.).**  
President—REV. E. L. PIDGEON, Minister St. Johns Presbyterian Church, 1859 Pendrell St.  
Secretary—W. P. KEARNS, Club Office, 511 Dominion Bldg. Telephone Seymour 845.  
Club Headquarters Room 147 Hotel Vancouver.  
Weekly Luncheons, 12:30 p. m. sharp, in the Hotel Vancouver, 1142 Pender St., West.

**VICTORIA (B. C.).**  
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California Building, which Will Contain the Displays of Its Fifty-eight Counties



**DO YOU** ever hand your copy of  
**THE ROTARIAN** to your neighbor  
 so that he may see **What Rotary  
 Is Doing?**



## LIQUID SOAP AND SOAP FOUNTAINS

To have you prove the value of Smithereen-Antiseptic Liquid Soap we are making you a Special offer of one of our Soap Fountains and one Gallon of our Pure Liquid Soap for \$2.50, so that you can try it out. Write us for particulars and prices in Quantities.

**H. H. GAGE, (Rotarian)**

*is the Liquid Soap and Soap Fountain Rotarian of Chicago*  
 4523 COTTAGE GROVE AVE., CHICAGO



**ROTARIAN TRAINS BETWEEN LOS ANGELES AND THE EAST**  
**LOS ANGELES LIMITED**—Solid to and from Chicago every day via Salt Lake Route, via Union Pacific, and Chicago & Northwestern Ry.  
**PACIFIC LIMITED**—Solid to and from Chicago every day via Salt Lake Route, Union Pacific and Chicago, Milwaukee & St. Paul Ry.

### THE BEST SERVICE WITHOUT EXCESS FARE

For information see any ticket agent, or General Agents of Salt Lake Route, Woolworth Bldg., New York, 807 Merchants Loan & Trust Bldg., Chicago, 819 Oliver Bldg., Pittsburgh, 680 Market St., San Francisco, 601 S. Spring St., Los Angeles.

**T. C. PECK, General Passenger Agent, Los Angeles—A Rotarian.**



## WORLD'S LARGEST EXCLUSIVE MANUFACTURERS OF LIQUID SOAP

Your cost of furnishing cake soap is excessive; due to the amount wasted and its high cost to manufacture. (It must be formed, wrapped, packed and rehandled a dozen times.)

You can furnish a better soap, eliminate all waste, improve the appearance and sanitary condition of the wash room at a saving. Ask us for particulars.

### ANTISEPTOL LIQUID SOAP CO.

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### A PRESS CLIPPING BUREAU

of great value to you if you sell to the consumer or the trade in the great Northwest

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Clippings of every kind and character from the press of the Pacific Coast furnished at reasonable rates.

**Dake's Press Clipping Bureau**

432 S. Main Street, Los Angeles, Cal.

# TOM



Reserved this space but he's so busy he couldn't find time to write copy.

What's he doing? Oh, just making

### LANTERN SLIDES

The kind you see in motion picture theaters—advertising everything. If you use slides—write TOM. If you don't you're missing a good advertising medium.

**TOM PHILLIPS**  
(Rotarian)

**"The Longest in the Business"** 5100 S State St Chicago

Maker of over a quarter of a million slides per year.

1915 -- Greetings to All Rotarians -- 1915

# The Rotary Club of Terre Haute

Wishes you and your Rotary Club a happy and  
most prosperous New Year

*Terre Haute is located on the east bank of the Wabash River. The water supply in and around Terre Haute is inexhaustible and is of good quality. Drilling from 45 to 85 ft. furnishes a supply large enough to meet any demand made on it. The supply is confined to no particular locality, but is to be found at all points on Fort Harrison Prairie.*

☐ It is headquarters for United States Internal Revenue Office, Seventh District of Indiana, which collects more money for Uncle Sam every year than any other revenue office in the country, with one exception.

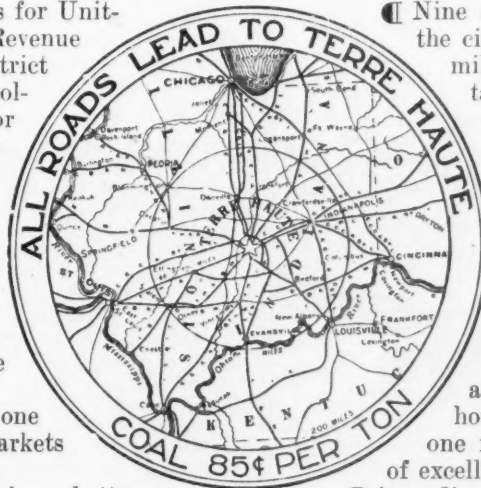
☐ It has the finest distillery in the world and the largest brewery in the state.

☐ Terre Haute is one of the best corn markets in the Middle West.

☐ Vigo County's river bottom land will raise eighty bushels of corn to the acre with one cultivation.

☐ Fourteen lines railroads; 4 interurbans, 3 more planned; 2110 square miles coal; central location; 85-cent coal.

☐ 18,000 coal miners in the Indiana field; 5,000 reside and work in Vigo County.



☐ Nine counties, tributary to the city, have 2,887 square miles of coal lands, containing 3,290,000,000 tons of workable coal.

Vigo County, of which Terre Haute is the capital, has 415 square miles of coal lands, containing one billion tons of workable coal.

☐ Within a mile and a half of the courthouse there are twenty-one feet of workable coal of excellent quality.

☐ According to calculations based on present and prospective consumption the coal supply in this neighborhood is good for two hundred and twenty-five years.

☐ Inexhaustible water supply. Terre Haute is connected with the greatest electric interurban traction system in the world.

## Indiana's Livest City—Remember We Want the Rotary Convention in 1945

PAUL N. BOGART, Pres.

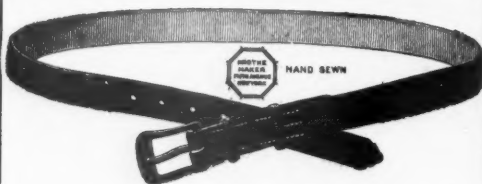
LOUIS E. WEINSTEIN, Secy.

# Kno<sup>the</sup>Belts



They Look Better  
They Last Longer  
Than Other Kinds

# Kno<sup>the</sup>Belts



From the lowest to  
the highest priced  
belts, one feature  
always prevails—  
intrinsic value.

**Knothe Brothers, Inc.**

ROTARIANS

122-124 Fifth Avenue, NEW YORK

## (WHAT THE CLUBS ARE DOING)

(Continued from page 100)

ment. A pleasing musical program was also given.

### PEORIA Entertains and Is Entertained.

Peoria Rotarians had a "wee bit more fun" than usual at a banquet to Harry Lauder, Thursday, November 5th; the club and the entertainer were both in fine fettle and it was a most enjoyable evening. Harry M. Tolles of the Sheldon Schools also visited the club.

Peoria Rotarians had a meeting at the gas plant, and were shown all about making gas. The natural brand they took along seemed to mix well with the manufactured product.

On December 1st, each Rotarian brought an urchin to the Thanksgiving Banquet, and it was "some feed." Dr. Williamson told of the little fellow who had eaten so much that when they insisted on his having another piece of cake said, "I think I can chew it alright, but I can't swallow it," and that was the ordinary limit with this bunch of boys. Sometimes the mince pie was crowded out but they were game and surrounded a couple of dishes of cream to show good intent. Honestly it looks like some boys legs are hollow the way they can stow things away. But good fellowship was everywhere. Everybody was exactly the same age and for downright enjoyment and unselfish enthusiasm it was one of the best meetings Peoria Rotary ever had.

### PHILADELPHIA Honored by Prize Corn Growers of Ohio.

Fifteen of Wilmington's liveliest wires and most successful business men including the Mayor of the city, organized the Rotary Club of Wilmington (Delaware) on December the third. The Philadelphia Rotary Club stands as sponsor and is doing all it can to properly develop the new organization.

The Rotary Club of Philadelphia was honored at the recent dinner given to the Prize Corn Growers of Ohio, by being officially represented by President Guy Gundaker, former President E. J. Berlet and F. B. Barnitz, Pennsylvania railroad representative.

An interesting Thanksgiving address was delivered to the club by Rev. J. Allen Blair in which he made the following significant statement. "The American business man is not sordid. In him is the foundation of moral standing and sterling worth. An example of this is the motto of the Rotary Club: 'He profits most who serves best.'"

It is gratifying to note the increasing attendance of visitors to the weekly luncheons. They come from all sections of the country and are always most heartily welcome.

### PHOENIX Rotary Boosted in Special Rotary Edition.

On November 26, *The Arizona Gazette*, under the direction of Rotarian Dulmage, issued a Special Rotary number which was a hummer, giving a picture and sketch of each member of the Phoenix club and articles on the local organization and International Association.

The banner meeting of the local club came on the following day, with P. C. Gettins, manager of the Mountain States Telephone Company in

(Continued on page 123)



# Open on time

## War will not affect the 1915 Panama Expositions

Plan now to go and visit Grand Canyon  
of Arizona on the way

Four trains a day, including California Limited  
The Santa Fe de-Luxe (extra fare) weekly in winter

On request will send you our Panama Expositions  
and California trains folders.

W. J. BLACK, Passenger Traffic Manager  
Atchison, Topeka & Santa Fe Railway, — Railway Exchange, Chicago.



**Look Fellows:** MONROE, THE "CARBON DOCTOR" OF THE DENVER ROTARY CLUB IS STILL SMOKING PITTSBURGH STOGIES. I HAVE RECEIVED A BUNCH OF ORDERS THUS FAR AND I'LL GET MORE.

**READ THIS OFFER:** I WILL GIVE A BOX OF STOGIES FREE TO ANY ROTARY CLUB WHEN TEN (THE FIRST TEN) INDIVIDUAL MEMBERS OF THAT CLUB HAVE ORDERED A BOX EACH. COMMENCING JANUARY FIRST. GET BUSY AND SMOKE.

"Pittsburgh Flats"—Box (100) \$2.00—cash with order. Charges paid.

Made by  
**The Duquesne Cigar Co.,** (Rotarian)  
Factory No. 1, 23rd District, Pa.  
PITTSBURGH, PA.

Address  
**W. L. DeCoursey** (Rotarian)  
Columbia Bank Building  
PITTSBURGH, PA.



## LAWRENCE WAREHOUSE COMPANY

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LAND



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FORNIA

Your business in California should increase greatly in the next few years. We may be able to help you. Our entire plant, wharves, warehouses, railroad sidings, pool car department and office are at your service. Write to us.

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Alabama,**  
On The Rotarian  
Advertising Map.

### Emblems Are Our Specialty

No order too large or  
too small for us.

**JOBE-ROSE JEWELRY CO.,**  
Birmingham, Ala.

Write Rotarian J. N. Rose.

"THE BIG ALABAMA HOUSE"  
**ROBERTS & SON**  
ROBT. W. EWING, PRES.  
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ROTARY LITHOGRAPHERS  
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**WARRANT WAREHOUSE COMPANY,**  
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President, Birmingham or Mobile.

### OUTDOOR PAINTED DISPLAY ALSO ELECTRIC SIGNS

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Rotarian F. A. RIBBLE, President.

IF YOUR LOCAL ENGRAVER CAN'T SERVE  
YOU SEND YOUR ORDER TO

**ALABAMA ENGRAVING CO.**  
OF BIRMINGHAM

MODERN EQUIPMENT GOOD SERVICE  
LET US BID ON YOUR ORDER

ROTARIAN GANSTER, SEC'Y AND TREASURER

### The MOLTON HOTEL

**Birmingham, Ala.**

Modern and absolutely fireproof.

Rates \$1.50 to \$2.50 per day.

Rotarian T. H. MOLTON, Proprietor.

(WHAT THE CLUBS ARE DOING)  
(Continued from page 120)

the chair. A publicity talk by Harry Welch, secretary of the Board of Trade, was another event and then both were overshadowed by Rotarian Dulmage of *The Gazette* with a talk on the service of the modern newspaper, describing the operation of an "extra" from the taking of the pictures till the papers are put into the hands of the reader. He handed out copies of an extra containing a flashlight of the club taken just after they sat down to lunch.

Phoenix Rotary wants Rotarians to stop over and see Phoenix on their way to the coast next year.

**PIQUA, O., Now on the Rotary Map.**

The attendance of the Piqua club is about 90 per cent and by the first of the year it is hoped that 50 of the best and most aggressive citizens in Piqua will be members.

The first important work by the club was the removal of two unsightly buildings from the approach to a new \$100,000 concrete bridge and the progress that is being made toward work in conjunction with the Chamber of Commerce for a traffic manager for the city indicates that its next task will be achieved with success.

The best of feeling prevails among the Rotarians of Cincinnati, Dayton, Springfield and Piqua and their meetings have already been the means of producing the results that Rotary is certain to bring. Although a relatively small city, the other three Ohio clubs are frank to say that no apologies need be made for the Piqua youngster, which is one of the liveliest in the country, with a prospect of becoming a highly useful organization in Ohio Rotary circles.

**PITTSBURGH Enjoying Substantial Progress.**

The principal event in Pittsburgh Rotary during the month was the Annual Ladies' Night at the Ft. Pitt Hotel on November 18th. The entertainment consisted of a dinner, dance and minstrel, with cabaret features. The large room was a profusion of flowers and garlands; the tables were arranged along the walls, separated by screens of flowers and vines. The spacious center was given over to dancing and entertainment. Each lady was presented a basket of chrysanthemums, and prizes aggregating \$1000 were awarded during the evening. The show features were put on by Rotarians Conlon, Daschbach, DeCoursey, Shaler and Simons, and abounded in local hits. It was the most successful affair of its kind which the club has ever attempted.

President Duffus is proving a wise leader for Pittsburgh Rotary. Substantial progress is being enjoyed under his guidance.

**PROVIDENCE Entertained by  
Lauder. Club Urges Work for  
All.**

On Monday, Dec. 7th, a special luncheon was given at the Crown Hotel in honor of Harry Lauder, the Scotch comedian of international fame which packed the banquet room to overflowing.

Many thousands of people have delighted in Brother Lauder as a comedian but the Providence Rotary Club had the rare privilege of seeing and hearing Lauder, the Rotarian. For nearly thirty minutes the club listened to one of the cleanest and



## "Milady Beautiful"

A Magazine that Every Woman Needs

Each subject is conducted by an expert on the care of the Face, Hair, Hands, Scalp, manner of Diet and method of Exercise, with Question and Answer Department included.

To retain the beauty she has, while cultivating the qualities she desires puzzles many a woman as she grows older.

Milady Beautiful Solves These Problems.

**Special Offer To Rotarians**

The subscription price of Milady Beautiful is \$1.00 a year, but a Special Club Offer of 50 cents a year, has been made for a limited time to all readers of The Rotarian.

Don't procrastinate. Make some woman happy today, by taking advantage of this excellent opportunity. Address

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Mallers Building, Chicago, Illinois  
(Represented in Chicago Rotary Club)

## SEVEN PER CENT ON YOUR SAVINGS

We issue PARTICIPATION CERTIFICATES in denominations as small as \$50 to those investors who wish 7% instead of the 3% or 4% paid by savings banks.

These certificates represent actual ownership of a portion of one of our FIRST MORTGAGES ON IMPROVED SEATTLE REAL ESTATE. You select the particular mortgage in which you prefer to participate.

Also entire mortgages in denominations of \$500 to \$10,000 for those with larger amounts to invest. Title insurance and collateral fire insurance in every loan.

*No one has ever lost a dollar in  
any investment made through*

### SEATTLE TRUST COMPANY

Represented in Seattle Rotary Club

Central Building Seattle, Washington

**SAVE 20%**  
on  
**ENVELOPES**

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to you.

**BERKOWITZ  
ENVELOPE  
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Samples and Prices on Request

**"C & C"**  
(Cantrell & Cochrane)  
**Ginger Ale**

*The  
Champagne  
of Ireland*



Over fifteen centuries ago St. Patrick's Well in Dublin was famous throughout Ireland. To-day the waters of this historic well are drunk the world over in "C & C" Ginger Ale. "C & C" has the life, the sparkle, the delicious crispness of champagne, without the fire. See that you have "C & C" at the Club weekly luncheon and the monthly dinner and order in a dozen of "C & C" for your home.

Made by **CANTRELL & COCHRANE, LTD.**

(Established 1852)

**(WHAT THE CLUBS ARE DOING)**

soundest talks that has ever been given; full of sympathy, straightforward in the condemnation of anything below the high standard of Rotary, witty, but at the same time serious, Harry Lauder was a revelation.

His view of home life was tersely expressed when he said "be sure you leave the folks laughing at home before you come to the club to laugh"; his thoughts of uncompromising honesty were forcibly expressed.

He sang a beautiful little lilt dedicated to his wife on her birthday, and finally told his views of the war, adding that his only son was to go to the front soon, and the hearts of all present went out in sympathy to him. The Providence Rotary Club will not soon forget Harry and the Rotary side of his character.

It was proposed at the December meeting that the slogan of the Providence Rotary Club for the winter of 1914-15 be "Give a day's work."

Baskets and clothes, donations and currency, in fact almost everything have been donated during this time of financial stringency but no organized effort has been made to give more work.

Providence Rotary suggests that Fellow Rotarians should use all their influence to have their neighbor given a day's work of some kind, this being the sort of help which men and women need, which keeps them from idleness and brooding, and allows them to retain their independence and self-respect.

**RICHMOND Goes Back to Good  
Old School Days.**

In November Richmond Rotarians met in the Massey Business College. Luncheon was served.

After an inspection of the many departments of the college a splendid supper was served under the skillful charge of Caterer A. W. Baker, the official caterer for the club.

Recess being over, Tom McAdams, president of the club and school master, called the members together in the big assembly hall. Roll call was dispensed with. Many requests for leave of absence were heard but none were granted. One by one the boys were called to the teacher's desk and asked who represented certain lines of business in the club and if the "scholar" could not promptly call the representative's name he was given a dunce cap and commanded to stand in a corner.

Next on the program was a spelling bee, presided over by Alvina Smith. It didn't take long for the school to find out that Alvina was shy on pronunciation of Russian and French names.

Rotarian Layfield then took charge of the school and had each man who had contributed to the success of Massey Business College come forward and tell of his business.

**ST. PAUL Rotarians Given Duck  
Dinner.**

One of the best meetings ever held by the Rotary Club of Saint Paul was held at the store of Rotarian Wm. R. Burkhard, Tuesday evening, November 24th.

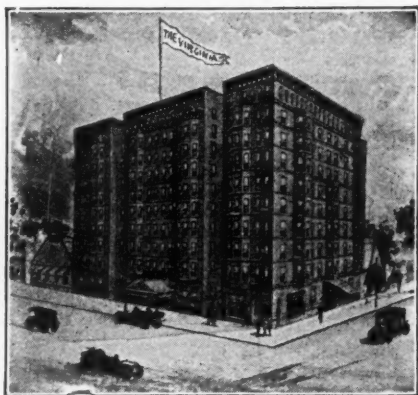
The entire club was invited to a "Duck Dinner" at the expense of Mr. Burkhard, and over 150 were at the table. Speeches were made by Governor Eberhardt and Mayor Powers. After din-

(Continued on page 127)



## Chicago's Rotary Club Hotels

# Virginia Hotel



Corner Ohio and Rush Streets

[NORTH SIDE]

CHICAGO, :: :: ILLINOIS

A massive fireproof structure with large cool, airy rooms and suites.

European plan. Attractive summer rates. 400 rooms with private bath, \$1.50 per day.

Chicago's most exclusive transient and residential hotel. Seven minute's walk to the heart of the business and shopping district. Rotarians who wish to be located near the downtown business center, will find the Virginia very convenient, just a nice walk before commencing the day's work.

VIRGINIA HOTEL CO., Alex. Dryburgh, President and General Manager

# Gladstone Hotel

62nd Street and Kenwood Avenue

(South Side)

CHICAGO

A massive building of high class construction containing 400 rooms in one, two and three room suites. All with private bath.

The Gladstone is within a few minutes' walk of Jackson Park, where patrons can enjoy all kinds of outdoor sports, such as golf, tennis, boating, etc.

Remodeled, refurnished and equipped with every modern accessory at a cost of \$100,000.00.

Conducted on the European plan at popular prices.

Transportation facilities unequalled.—Only fifteen minutes to the heart of the business and shopping district by Illinois Central Rapid Transit. The finest stopping place in Chicago for Rotarians and their families.

### RATES:

Room with bath, for one person, \$1.50 per day; two persons, \$2.00 per day.

Two and three room suites with private bath at proportionately attractive rates.

Special rates by the week.



GLADSTONE HOTEL CO., Alex. Dryburgh, President and Gen'l Manager  
Write for Descriptive Folder

# "We Have Converted a Big Percentage of Inquiries Into Purchasers"

CHAS. SCHICK, PRESIDENT

W. H. MARTIN, SALES MANAGER

CHAS. D. MARTIN, SECY. AND TREAS.



*The*  
Davenport Manufacturing Co.  
Davenport, Iowa.

November 24th, 1914.

International Association of Rotary Clubs,  
Chicago,  
Ill.

Gentlemen:

Replying to your esteemed favor of the 18th wherein you refer to our advertising in Rotarian.

We have found the Rotarian has a broad circulation and reaches a number of live wideawake business men and manufacturers from whom we have had quite a few inquiries for the Schick Steel Baler. A number of these firms have installed a Schick Press. We are pleased to advise some good results from the advertising thus far. It has not been a proposition of a great number of inquiries, but the quality on the other hand has proven out to be high class in every particular. We have converted a big percentage of the inquiries into purchasers.

Assuring you we are very glad to give you this information, we are

Yours very truly,  
THE DAVENPORT MFG. CO.

BY

MGR.

WHM:MR

**What THE ROTARIAN has done in securing orders for the Davenport Mfg. Co., it can do for any manufacturer or distributor of any office or factory labor-saving, money-saving or efficiency-producing device.**

**THE ROTARIAN is in a position to render you a service, which no other publication can render.**

**Write right now for rates. Get into the game and get some of the business that Rotarians are placing every day.**

**THE ROTARIAN,  
910 Michigan Avenue,  
CHICAGO.**

(WHAT THE CLUBS ARE DOING)

(Continued from page 124)

ner the club adjourned to the basement to witness four sparring matches.

**SALT LAKE Boosts Good Fellow Movement and Good Roads.**

Federal aid for good roads in the west will receive the active support of the Salt Lake Rotary Club. At the last monthly banquet of the club a resolution was adopted which enlisted the club in a movement to secure the backing of all Rotary clubs west of the Missouri river for this movement. About \$500 will be contributed to start this campaign and to carry on the publicity work among the Rotary clubs.

A committee of five was appointed to provide toys for poor children at Christmas, and the members of the club assessed themselves \$1 each for this purpose. The committee worked in conjunction with the Goodfellow movement of *The Salt Lake Tribune*. The members of the committee are Frank Gustin, C. A. Quigley, A. N. McKay, Frank Fisher, and A. W. Wraith.

The club decided to work with H. H. Hays to route visitors to San Francisco and San Diego expositions via Salt Lake both ways. With this end in view the club appointed a committee, consisting of F. C. Richmond, Max Weil and George Lambert, to take up the matter with Mr. Hays who is soon to make an extended publicity trip through the east.

**SAN ANTONIO Celebrates Rotary Civic Improvement Day.**

On November 21st, with the Mayor, the county officials and the representatives of the Commerce street business men as guests, the club, with bands "a" playing and banners flying, backed by a reputation of being the liveliest bunch of fellows in San Antonio, every man dressed alike and flashing his little electric light which was concealed behind a large yellow flower in his lapel, marched from club headquarters in the St. Anthony to the new Commerce street bridge to dedicate same and celebrate the widening of that street, the greatest undertaking ever attempted in civic improvement for this city.

November 20th was Rotary Civic Improvement Day and splendid results are to come from this meeting. Every spoke in the wheel is bubbling over with civic pride and while there is nothing clannish about the Rotary Club of San Antonio and no desire on its part to stay in the spot light or receive all the glory, it does, by its actions and efforts, proclaim to every one that the San Antonio Rotary Club as a body, stands for the city and its advancement and is ever willing to co-operate with the other fellow in making it the ideal place to live in.

The Christmas tree this year was known as the "Community Tree." An effort was made to have every child in San Antonio realize and feel that it had a personal interest in this tree. Children were asked to contribute toward its decorations, to send something, even though it were only an apple, in order that within their little hearts might be created the spirit that produces a better citizenship.

**SAN DIEGO Elects New Officers; Lauds Exposition.**

The San Diego Rotary Club has held its annual election. President Gordon L. Gray, after a year



**The Government Uses The Schick Steel Baler**



After a thorough test the United States Government has found that it **pays** to bale waste paper and sell it at regular market prices. As a result, the government sought the best paper baler. Their experience proved that the Schick Paper Baler was the best all-steel press on the market.

**Schick's All-Steel Paper Baler**

**Bale Your Waste Paper. Write for "Paper Facts"** It will cost you nothing to ascertain the value of a Schick All-Steel Paper Baler to your business. Simply ask for the facts—specific facts concerning your particular waste-paper problem. Write today for Catalog R—NOW.

THE DAVENPORT MFG. CO.,

Davenport, Iowa

**Landers Brothers Company**

**Burlaps and Cotton Goods**  
(Plain and Colored)

**Webbing Buckram**  
**Transparent Celluloid**

Wadding Mohair  
Enameled Muslins, Drills and Ducks  
Drills Ducks Sheetings  
Flaxene Oiled Duck  
Rubber Muslins, Drills and Ducks

Best Goods Prompt Shipments  
Write for samples and prices

**Toledo, Ohio**

R. A. LANDERS, Member Toledo Rotary Club

**For Rotarians A Helpful Book****For Poise  
Efficiency  
Peace****P****Service  
Between  
Covers****P****Not Whys  
But Hows  
That Help****P****Simple  
Practical  
Rational****A Guide to Mental, Moral and Physical  
Well-Being on the Road of  
Common Sense**

By Col. Wm. C. Hunter.

Col. Hunter could not have written a book more in harmony with the Rotarian ideal of service had he founded the order. Terse, pointed, original; not a set of rules nor a dry treatise on diet, exercise—but friendly, personal counsel for getting the most and the best out of life. A book you will prize, and keep beside you in the gray moments. Cloth bound, \$1.00. At news-stands and bookstores, or sent postpaid by

**Publishers Reilly & Britton Chicago****YES!-**

We have developed our service by mail to such a point of efficiency that when you order a book from us you pay exactly the same price and receive exactly the same prompt and courteous attention to your requirements as though you were purchasing over the counter in our big store—the largest of its kind west of New York.

Send us your name and address and we will put you on our mailing list for catalogs and occasional book lists as issued.

Rotarian

John J. Wood, President

**THE BURROWS BROS.  
COMPANY**

New England Building

Cleveland,

Ohio

**(WHAT THE CLUBS ARE DOING)**

of splendid success in guiding the destinies of the club, absolutely refused to consider another term, and so the next best man was found in Homer W. Sumption. The other officers are, first vice-president, Guy T. Keene; second vice-president, Dr. A. D. Long; secretary, Franklin M. Bell; treasurer, Milton H. Epstein; the other directors are M. F. Heller, H. A. Taylor, J. E. Franklin, Ford Barnes and Gordon L. Gray. Headquarters has been established at 704 Central Mortgage Bldg., adjoining the president's office, and is kept open all the time.

The main club feature of the month was the visit to the Aviation Camp, across the bay from San Diego, where the army and Glenn Curtis have their schools.

The Panama-California exposition opens at San Diego the first minute of the New Year, and will remain open for 365 days. It is even more beautiful than we say it is, and we want every Rotarian to see it before the close of 1915.

**SAVANNAH Celebrates Georgia  
Products Day.**

Easily the biggest affair of the kind ever staged in Savannah, the celebration of Georgia Products Day by the Rotary club was a distinct success in every particular. At the luncheon on November 20th there were four hundred Rotarians and guests. And they were all served properly and promptly by the DeSoto Hotel. Rotarian Powers was entitled to the vote of thanks that the club gave him for the splendid manner in which his hotel handled the dinner. Hon. Champ Clark, Speaker of the House of Representatives, was the honor guest and had a few words to say. Congressman Charles G. Edwards and Gen. Peter W. Meldrim, president of the American Bar Association, were both heard from. The speaker of the day was Col. J. Rice Smith of Augusta. He scored a big hit with the Rotarians and their guests. A few minutes after he began talking it was evident why Col. Smith is the idol of the Augusta Rotary Club. The Augusta boys were at the dinner in force, nearly a half hundred of them coming over for the celebration. For the most part they came in their automobiles and were the guests of Savannah Rotarians for two days. They were given an oyster roast at the Yacht Club, taken over Savannah's famous automobile roads and "treated" to a good time at the First District Fair, then running in full blast.

The Savannah Rotarians did not let the visitors rest a minute and President Banks has every reason to feel proud of his boys. At the dinner Speaker Clark was presented with a clock from the Rotary Club of Savannah. An attractive gift was also handed Col. Smith when he had completed his talk. In behalf of the Augusta Rotarians Col. Smith presented President Banks with a stick pin. Those who were fortunate enough to take part in the celebration will remember Georgia Products Day 1914 for a long time.

**SCRANTON Rotary Entertains  
"Little Brothers."**

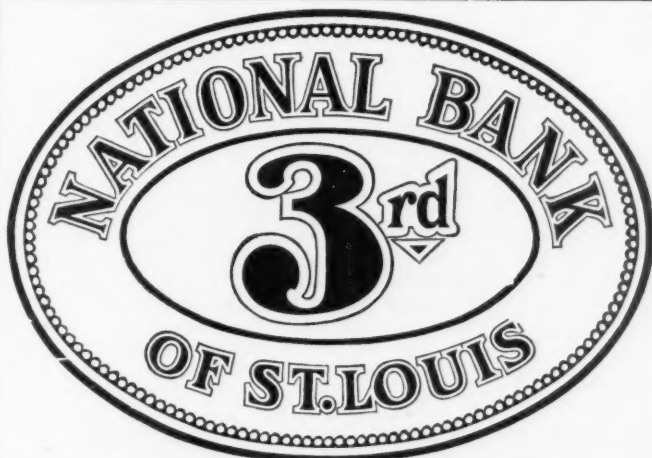
At the December 1st luncheon, Ralph L. Weeks, President of Scranton Board of Trade gave a very interesting talk on the experiences of the Board of Trade in endeavoring to foster the club

*(Continued on page 130)*





# ST. LOUIS TO THE FRONT!



## PLANTERS HOTEL

ST. LOUIS, MO.

### EUROPEAN PLAN

Rates \$1.50 to \$4

"Rotary Hotel"

LYMAN T. HAY, Gen'l Mgr.

ST. LOUIS is the greatest  
Lumber market in the  
United States.

**JULIUS SEIDEL  
LUMBER CO.**

is the greatest Lumber yard  
in St. Louis. : : :

C. A. BIGGERS, Pres.

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## Morrison Tent and Awning Co.

213-15 N. 3RD ST., ST. LOUIS, MO.

Manufacturers of Awnings, Tents, Flags, Paulins,  
Mops, Waterproof (Never Leak) Wagon, Horse  
Covers, and Auto Covers.

Ford Engine Covers a Specialty.

## For Comfort and Wear Buy The National Chair

Manufactured by

### NATIONAL CHAIR COMPANY

NATIONAL BLOCK, ST. LOUIS, MO., U. S. A.

Write for Catalog

## TEVIS TRANSFER CO.

Distribution of  
Car Loads a Specialty

No Order Too Large No Order Too Small  
113 PINE STREET, ST. LOUIS

Eye Glasses, Kodaks, Stereopticons,  
Moving Picture Machines and Slides,  
: Art Material, White China :

608 Olive **ERKER'S** St. Louis

Oh you son of a gun of a Rotary Florist,  
Wire us when the bell rings for St. Louis.

## Grimm & Gorly FLORISTS

SEVENTH AND WASHINGTON AVE., ST. LOUIS, MO.

## "Chitt" Says

When buying, specify Black Horn Brand, the only  
Guaranteed Chamois.

**BLACK HORN SALES CO.** Scranton,  
Pa.  
OIL TANNED WASHABLE CHAMOIS  
ST. LOUIS, MO.

I am not 1 of the 'leven nor the longest "Tom," no, nothing like that, but  
**GOOD LITHOGRAPHED STATIONERY** comes from my shop.

I'll be glad to send samples to prove it.

**J. M. TOMPSETT (Tommy)  
ISLER TOMPSETT LITHO. CO.**

1602-04-06-08 LOCUST STREET

P. S.—My latch string hangs on the outside for all Rotarians.

## HOTEL IMPERIAL (Rotary)

**Broadway and 32d St.  
NEW YORK**

**The Pioneer Pure Food Hotel**

**Dancing in the Palm Garden**

Daily (except Sunday) 4 to 6:30 p. m.  
and 10 to 1.

In the Radial Center of All  
Traffic Lines—Herald Square

Send for Booklet G and Map of City.

Ask for  
**COPELAND TOWNSEND, Mgr.**  
or  
**FRANK H. WIGGINS, Asst. Mgr.**  
Both Rotarians

## EVERY TRUE ROTARIAN

believes in the principles upon which the  
*Science of Business Building* is found-  
ed. In this course of study

## SHELDON TELLS YOU HOW

to create *trade* on the basis of confidence  
—how you can make real that universal  
truth, "He profits most who serves best."

## THE VERY BEST WAY

to maintain your proud Position as Chosen  
Rotarian in your city is through the highest  
possible standard of efficiency of your em-  
ployees.

## WE CAN HELP YOU—

The Sheldon Book explains our plan. Ask  
for a free copy.

## The Sheldon School

441 Gunther Building  
CHICAGO MOTHER CITY  
OF ROTARY

## (WHAT THE CLUBS ARE DOING)

(Continued from page 128)

spirit in their organization and he incidentally dropped a number of suggestions that will aid Scranton Rotary materially in the perfecting of its work.

During the latter part of November the real spirit of Rotary was very effectively exemplified by Scranton Rotarians who constituted themselves as a committee of "big brothers" to arrange for and provide a Thanksgiving dinner for "little brothers."

Each "Big Brother" was made responsible for finding his own "little brother" and when on the Tuesday evening immediately preceding Thanksgiving the "Big Brothers," with their "little brothers" at their sides, gathered around the big family tables at the J. D. Williams Restaurant, they presented a sight that will long be remembered by all who were present. Who were happier—the "Big Brothers" or the "little brothers"—was hard to tell; but when it came to the turkey and cranberry sauce the little fellows put it all over their bigger brothers.

After the dinner they proceeded in a body to Poli's Theatre where Manager Docking had put on two or three numbers especially for the kiddies.

The idea of a Big Brothers' Dinner was conceived by President Hagen, who has been a "Big Brother" all his life. The affair was a brilliant success and will be remembered as a real event in the lives of the little brothers. Nor will it soon be forgotten by many of the "Big Brothers." To some of the little fellows it brought a real Big Brother—a strong, manly ideal that will give him new hopes and higher aspirations than his home environments never would have afforded. And to some of the "Big Brothers" it brought the influence of a little life that has kindled the fire of unselfishness and kindness that will make "Big Brothers" BIGGER and good Rotarians BETTER and TRUER ROTARIANS.

## SEATTLE Rotarians Hear Col. S. S. McClure on "City Manager Form of Government."

At a weekly luncheon of the Seattle Rotary Club Col. McClure spoke in advocacy of the city manager form of government. "The function of government is so to organize its resources as to serve the interests of all the people," he said in introduction. "In Belgium and Germany and other European countries they have succeeded in that because they have set at the task of serving the public the best minds they can obtain."

Among the striking statements which he made were: "Many of the cities of Europe have at their head men of such extraordinary ability that the organizations which they head rival in efficiency the finest corporations of their country." "Germany, with her small area and immense population, grows enough food to supply her people for ten and a half months of the year, because they employ the best minds to manage her affairs." He also said in part: "The recall is only a heavy and cumbersome method of removal, which is the outgrowth of the absurd system of government which we have adopted for our cities. The one department of our government which is well managed is our school system, and in it we have adopted just the same system as should be in operation for the government of the whole city."

(Continued on page 132)

## The Open-Door on Broadway



is at this Company's Main Office in the Woolworth Building.

We believe in the Rotary Creed. We invite fellow-Rotarians to view our record of growth, to inspect our banking equipment, and to learn what we mean by "A Policy Based on Service."

**Broadway Trust Company**  
New York

## FREE BEAUTY BOX

This  
Illustration  
Shows  
Beauty  
Box  
One-Half  
Actual  
Size



Contains a liberal supply of the Famous Marinello Beautifiers. Preparations that build remarkably beautiful complexions. Used by over 2,000 professional cosmeticians—sold and highly recommended by over 1,000 beauty shops—prized by more than a million discriminating women.

**Motor Cream    Lettuce Cream**  
**Whitening Cream**  
**Geranium Jelly    Tooth Paste**  
**Face Powder and Soap**

—all put up in a dainty package, all yours **free**—that you may see how they soften, whiten, cleanse and clear up the skin—how they preserve a naturally perfect complexion. Yours **free**—with the **Marinello Beauty Book**. With easy-to-follow illustrations and charts and distinct directions this book teaches the proper home applications of the facial massage methods so successfully employed in the Marinello shops. In a plain understandable manner it tells how, **right in your own home**, with the help of **your own hands**, you can regain or retain a clear, velvety, soft skin and beautiful, healthy hair. Every step of every treatment is explained in detail. You are told just **what** to do and just **how** to do it. The methods are quickly mastered. The treatments are easily applied.

Send for it today—now, enclose two dimes and three two-cent stamps.  
The Beauty Box will be sent free with the Beauty Book.

**THE MARINELLO COMPANY,    Dept. AA,    Mallers Building, CHICAGO, ILL.**  
Represented in Chicago Rotary Club

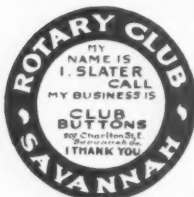


**Hand Carved Frames**

Unusual, original and artistic frames designed and made to order to harmonize with any subject. Sold direct where we have no dealer. Who is the man in your club or city who ought to represent us? Send us his name and receive a beautiful print FREE.

**The Mabr Art Galleries**  
Manufacturers

912 Madison Avenue Toledo, O.



### CLUB BUTTONS

Sizes 3 1/2"-4"-6"

Rotarian I. S. Call

207 CHARLTON EAST  
SAVANNAH, GA.

"I thank you."

### Arizona's Most Unique Product

## Donofrio's CRYSTALLIZED CACTUS Candy

Made from the wild Cactus Plant of the Arizona Desert  
DONOFRIO CONFECTIONERY CO., ROTARIANS  
Phoenix, Arizona

Send us One Dollar and a box of this delicious confection will be sent to you, postage prepaid. Safe arrival guaranteed.

## LISTEN!

We have a mighty interesting proposition to offer to one Rotarian in each town and city in the country who has made good in salesmanship

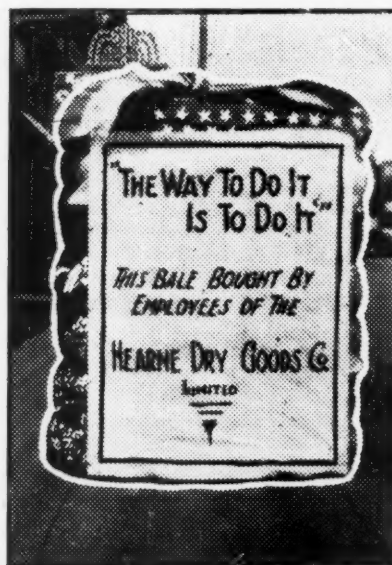
*For Information write to*

**NORTHLAND RUBBER CO., Inc.**  
Managed by Rotarians BUFFALO, N. Y.

### (WHAT THE CLUBS ARE DOING) (Continued from page 130)

#### SHREVEPORT Listens to Splendid Address on Education.

The principal address at one of the recent meetings of the Shreveport Rotary Club was delivered by Rotarian R. H. Wynn, president of Centenary College. Dr. Wynn, in reviewing Centenary's remarkable history, stated he considered Shreveport needed Centenary College more than it needed factories and an expanding movement, nothing being of more importance to a community than education. His talk was a splendid one and at the conclusion Dr. Wynn was given hearty applause.



*Bale of Cotton Bought by Employees of the Hearne Dry Goods Company, Shreveport (La.), of which Rotarian Carstem is General Manager.*

The California Golden Wheel, sent out by the Rotary Clubs of California, was on exhibition during a luncheon, guarded by two stalwart policemen furnished for the occasion by Chief Gray. The wheel was the "cynosure of all eyes" during the luncheon hour, and immediately afterward was taken to the Stag Clothing Company's window and later in the afternoon was exhibited at the Hearne Dry Goods Company. In Shreveport the wheel drew its share of spectators, as evidenced by the crowds in front of the show windows where it was displayed. All seemed enthusiastic over the excellence of the exhibit.

#### SIoux CITY to Boost Charities; Is Addressed by Perry.

A committee composed of J. O. Knutson, Haaf-tor Sve and E. J. Wallen has been appointed to confer with a like committee of the Charity Bureau of the Commercial Club, relative to a campaign to raise sufficient funds to carry on the work of the charities for the ensuing year.

Chesley R. Perry of Chicago, Secretary of the International Association of Rotary Clubs, was the guest of honor at a luncheon of the Sioux City Rotary Club. Rotarian Perry addressed the local

*(Continued on page 135)*





# Here it is at Last!

A practical, efficient electric lantern

## THE REDSEALITE

One dollar (yes, \$1.00) complete with battery

☞ Simply attaches to any common dry battery, procurable everywhere. One Red Seal dry battery gives 20 hours continuous, or 40 to 50 hours intermittent service.

☞ Its convenience, safety and economy is obvious—and why explain the obvious to Rotarians?

☞ So tuck a dollar bill in an envelope, say Redsealite, and we'll do the rest.

## Manhattan Electrical Supply Co.

114 So. Fifth Ave., Chicago

Rotarian F. M. Pierce, Manager

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Factories: Jersey City, Ravenna, O., Cincinnati



# ALCOHOLISM



"THY TERRIBLE STORY"

By HON. JAMES E. BRUCE, President, International Work of the

## NEAL THREE DAY TREATMENT

(Member Chicago Rotary Club)

IT IS NO LONGER NECESSARY for high class men to spend several weeks or months away from home and business trying to get relief from "old time" methods of treatment. The Neal treatment acts as an *ANTIDOTE* for the poison of alcohol or narcotic drugs, neutralizes its effects upon the brain and body tissues, eliminates it from the system, creates a loathing for liquor or drugs, and soon restores normal mental and physical conditions. Treatment arranged for in the privacy of the home, hotel, or club, or at any one of over sixty Neal Institutes in principal cities.

**ATTRACTIVE BUSINESS PROPOSITION FOR YOU OR YOUR FRIENDS:** We want Neal Institutes established by high class local business or professional men in all Rotary Club cities and other cities where we are not already established. We make very attractive business propositions to those interested and furnish them convincing evidence regarding the remarkable merit of this great humane work, its permanency and the substantial *FINANCIAL REWARDS* assured to those who secure the permanent and valuable "rights" which we grant (without "bonus" to us) to those establishing Neal Institutes for whom we furnish necessary "treatments" as ordered and needed in their business.

I will gladly furnish full information with the address of the Neal Institute nearest you, with my *OFFICIAL AND PERSONAL GUARANTEE* that the entire amount paid will be promptly refunded to any patient who is not entirely satisfied at the end of treatment. High class bank, business, professional and "Rotarian" references furnished to all interested.

Respectfully submitted,

JAMES E. BRUCE, President.

## 60 NEAL INSTITUTES IN PRINCIPAL CITIES

No. 811 East 49th Street

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CHICAGO, ILLINOIS

## Reynolds Asphalt Shingles

Fire Resisting and approved by the National Board of Underwriters  
ENDORSED BY LEADING ARCHITECTS

GUARANTEED FOR 10 YEARS—WILL  
LAST MANY YEARS LONGER

Natural Colors of Garnet, Red, Gray and Green, Which Never Fade

We are the ORIGINAL MAKERS of Flexible Asphalt Shingles and tested our product for ten years before putting it on the market. Let us send you a booklet.

BEWARE OF IMITATIONS.

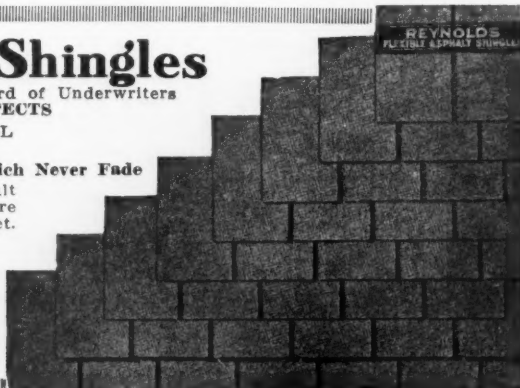
**H. M. Reynolds Asphalt Shingle Co.**

(Member Grand Rapids Rotary Club)

637 West Grant Street, GRAND RAPIDS, MICH.

Established 1868

Distributing Agencies at All Principal Points.



## WOLVERINE Brass Works

Manufacturers of

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Tools, Bath Room Trimmings,  
Etc.*

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Electrotyping  
Nickeltyping  
Stereotyping  
Matrices  
Lead Mold  
Nickel Steel  
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Everything in  
Printers' Type  
Supplies and  
Machinery

**Grand Rapids Electrotype Co.**

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**GRAND RAPIDS, MICH.**

(Member Grand Rapids Rotary Club).

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Congress Cards are delightful to eye and hand. Art backs in full color. Air-Cushion Finish makes dealing a pleasure.

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GOLD EDGES

50¢

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PLAYING CARDS  
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GOLD EDGES  
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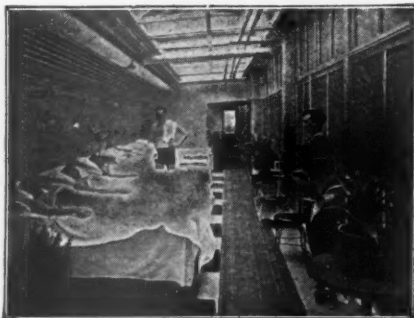
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**For General Play**

Better Cards can not be had at the price. Good cards can not be sold for less than Bicycle.

Ivory or Air-Cushion Finish

THE U. S. PLAYING CARD CO., CINCINNATI, U. S. A.



## Visiting Rotarians

While in Chicago be sure to visit

**THE KERCHER BATHS**

S. E. Corner Congress and Wabash Ave.

Just ask for **GEORGE** and say "Rotary"—  
that's all.

**BEST BATHS IN CHICAGO** ESTABLISHED 40 YEARS  
(GEO. KERCHER, Member of Chicago Rotary Club)

**(WHAT THE CLUBS ARE DOING)***(Continued from page 132)*

Rotarians at length on the scope of the organization, and reviewed the great advance made in the brief history of Rotary.

**SOUTH BEND Boosts Charity.  
Has Live-Wire Secretary.**

During the last two months South Bend Rotarians have taken an active part in civic affairs. Rotarian Harry A. Engman, Jr., was recently elected President of the Chamber of Commerce, a business men's organization of 850 members. Rotarian E. Louis Kuhns, the farmer member, heads the federation for social service recently formed which has coordinated twelve of the larger charities of the city into one organization. During the week of Thanksgiving which they termed Good Will Week, they solicited funds for all these charities, thus accomplishing in one week what formerly had taken all year. In this work many of the members took an active part.

On December 30th, the club's "Ladies' Night," a "Cabaret Dinner" and a Christmas Tree which took place December 30th was the first attempt at entertaining the ladies.

South Bend Rotarians wish to enter their secretary, Edgar T. Bonds, as one of the liveliest live wires in Rotary. He devotes 24 hours of each day to Rotary, and still has time to care for any "Bell" complaints. If there are any secretaries in Rotary who want inspiration, just drop him a line and quantities of his "pep" are yours.

**SPOKANE Has Big Apple Show.**

The Spokane Rotary Club has listened to the decree of the International body that all clubs shall, if possible, get into public affairs and has been successful. In former years the club has given its assistance to other clubs but this fall branched out into two public affairs of its own.

Probably the crowning event of the year for Spokane organizations was the Seventh National Apple Show, all of them taking charge for one day. The Rotary Club of Spokane was given the hardest day to draw out the crowds—Friday—and produced the largest gathering of the week. President A. F. Steele officiated at the Apple Show as King Pip, the Seventh, and the stunt put on by the club was the holding of the court of King Pip and the crowning of Princess Apple Blossom and her Buds and Petals. In the competition carried on for the selection of Princess Apple Blossom, Miss Bertha Fancher was selected and she will figure in the next few years as the Princess of the Spokane Rotary Club. Rotarians the globe over will meet her at the International Convention next year at San Francisco as she will no doubt lead the Spokane delegation to that city.

The club also gave a public dance at the Rotary Amusement park for the benefit of the Spokane Interstate Fair and made a substantial return to that institution in a financial way.

The annual Ladies' Night banquet of the club was held on December 10th and was attended by over 150 Rotarians and their wives. Every lady received a Christmas gift from one of the Rotarians.

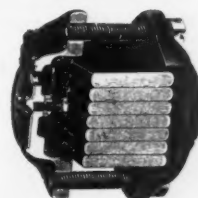
The club has entertained a number of visitors from the other clubs in the association and wants to extend the good fellowship to more. The easiest way for a visitor to offend this club is not to partake of its hospitality. Spokane Rotary is

# AUTOMOBILES GO BANG!

and SQUEALING  
When Springs are Rusty

OIL YOUR SPRINGS AND  
ENJOY REAL COMFORT

Brown  
Oil  
Boxes



Maintain a film of oil between spring leaves.

Protect against rust.  
Insure smooth going.  
A new idea proven good.  
Endorsed by engineers.  
Let me show you.

Rotarian Brown 6540 Carnegie  
Cleveland, Ohio

# Waterman's Ideal Fountain Pen

Made to Square Up  
with Unlimited Writing  
Requirements

The Guaranteed Pen for  
Unlimited  
Writing Service

Safety, Regular and Self-  
Filling Types

From the Best Stores  
L. E. WATERMAN CO.  
173 Broadway, New York



## Artesian Irrigated Lands at Dry Land Prices \$10 to \$100 An Acre

**ANDERSON, OWEN &  
HENDERSON**

615 Trust and Savings Bldg.  
Los Angeles, Cal.



Lands for Early Figs,  
Peaches, Apricots,  
Almonds, Cantaloupes, Alfalfa (7  
crops), Cotton and  
every product of the  
Sub-Tropic South-  
west.

## BRUSHES

All kinds, sizes, prices.  
There is nothing in the brush line that we  
don't make. Come and see us or write us if  
in the market for one or a million brushes.

GERTS, LUMBARD & CO.  
221 W. Randolph St., Chicago.

Quality - ROTARIANS - Service

## Nebraska Military Academy, Lincoln

A first class boarding school for Rotarians' Sons.  
Healthful location, fireproof buildings, splendid  
care and instruction. Prepares for college and  
business. For information and catalog address

B. D. HAYWARD, Superintendent,  
LINCOLN, NEBRASKA.

## Hotel Winecoff

Atlanta, Georgia

Atlanta's newest and most complete hotel. European  
plan. 200 rooms, 200 baths. \$1.50, \$2, \$2.50 and \$3 per day.  
J. F. LETTON HOTEL CO.

## THE CROWN HOTEL

PROVIDENCE, R. I.

FAIRNESS The Home of Simplicity, Refine- GOOD  
COURTESY ment and Comfort for the Traveler SERVICE

FRED MANSFIELD, Prop., Rotarian  
W. M. H. WADE, Manager

## (WHAT THE CLUBS ARE DOING)

ready to entertain Rotarians on their way to and  
from the International Convention. Seattle is on  
the main line on the trip through the Northwest.

### SPRINGFIELD Rotarians Given Good Time by Hotel Member.

One of the most delightful evenings that the  
Springfield Rotary Club ever experienced was on  
December 7th when Rotarian John McCreery, prop-  
rietor of the St. Nicholas Hotel, entertained one  
hundred and seventy-five members of the club and  
their wives at an elegant banquet.

Following the banquet some stereopticon views  
were given of members of the club and especially  
were those interesting of Mr. McCreery which  
showed him in different pictures in babyhood up  
to the present time.

Following the talks members of the club gave  
a classy little minstrel show on a stage erected  
in the dining room. Jokes were perpetrated on  
some of the unsuspecting Rotarians and it devel-  
oped that the club had a lot of talent for the  
show business that they had not dreamed they  
possessed.

The Springfield Rotary Club is back of every  
worthy movement that is going on in its city and  
has taken the most important part in the recent  
*Survey Exhibit*; also at the Commercial Banquet  
held for the purpose of furthering the Illinois  
Centennial Celebration in 1918. In fact as one  
of the prominent citizens said "When anything  
was to be done and done right they look to the  
Rotary club to co-operate and then it was sure to  
be a success."

### SUPERIOR (Wis.) Rotarians See Stereopticons of Glacier National Park.

Stereopticon views of Glacier National Park,  
furnished by the Great Northern Railway Com-  
pany, featured the entertainment for members of  
the Superior Rotary Club at one of the club's  
weekly meetings. The entertainment was arranged  
by Robt. Willcutts, local passenger agent for the  
Great Northern Railway.

### TACOMA (Wash.) Rotarians In- spect New High School and Eat Student Meal.

Members of the Tacoma Rotary Club, headed  
by President R. E. Robinson, invaded the new  
Lincoln Park high school, December 4th. After  
a cafeteria dinner had been served, they made an  
inspection of the entire building and saw the  
classes of night students at work. The regular  
meal served to the students each noon was prepared  
for the 125 members of the party.

The visitors then went to the auditorium where  
W. F. Geiger, superintendent of schools, and E.  
E. Crook, assistant superintendent, spoke. Mr.  
Geiger pointed out the difference between the  
rigid courses formerly given in high schools and  
the line of study followed at present. The stu-  
dents, he said, benefit by the change, for they  
may use their own judgment to a degree and take  
such subjects as appeal to their individual tastes.  
Mr. Crook contrasted the day and night schools.

### TERRE HAUTE Has Music at Noon Day Meetings.

December has been another month of good  
lively meetings. T. R. Woodburn, Rotarian

(Continued on page 139)



**PHILADELPHIA WANTS YOU IN 1917**

## Oriental Rugs

We send RUGS on approval to Rotarians anywhere in the U. S.

**Special \$17.50**

Suitable for Gifts. Beloochistans and Mosul Rugs, sizes about 3 x 5

CORRESPONDENCE SOLICITED

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ROTARIANS

378 Woodward Avenue  
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Reg. U. S.  
Pat. Off.

**Largest works of the  
Kind in the World**

50 ACRES—58 BUILDINGS—  
3,600 EMPLOYEES.

The result of worldwide appreciation

**Henry Disston & Sons, Inc.**

Keystone Saw, Tool, Steel & File Works  
PHILADELPHIA, U. S. A.

## The Hotel Adelphia

CHESTNUT AND THIRTEENTH STS.  
PHILADELPHIA

**ABSOLUTELY FIRE PROOF**

The newest and most complete hotel.  
400 Sleeping Rooms.

Restaurant, Roof Garden and Grill  
maintained to the highest degree of efficiency and attractiveness.

Convention Hall, Ball Room and Banquet Rooms specially adapted for large and important business assemblages and social functions.

### RATES

Sleeping Room, with Bath, one occupant,  
\$2.50 to \$5 per day.

Sleeping Room, with Bath, two occupants,  
\$4 to \$8 per day.

Suite \$10 to \$15 per day.

Display Room, with Bath, \$3 to \$6 per day.

**THE ROTARY HOTEL**

## MOORE PUSH-PINS

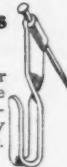


No. 1  
Glass  
Head

**Moore Push-less Hangers**  
Simplify Picture-Hanging

When you want to beautify your home with wall decorations be sure to ask your Rotarian Stationery, Hardware or Photo Supply dealer for Moore Push Products.

10 cents.



**MOORE PUSH-PIN CO., Philadelphia, Pa.**

## Royal Electrotpe Co.

PHILADELPHIA

Solicits orders for 100% Royal Quality Electrotypes from Half-tone originals, either for one color or process color printing.

## MacDonald & Campbell

Men's Clothing, Haberdashery, Automobile Apparel.

**1334-36 Chestnut Street  
PHILADELPHIA**

## Peirce School

*America's Foremost  
Business School*

**917-19 Chestnut St., Phila.**

## Theo. F. Siefert

*Furs of the Better Grade*

**1426 Walnut Street  
PHILADELPHIA**

(THIRD CITY IN U. S. A.)

*Shoe Headquarters for Rotarians in Philadelphia*

**GEUTING'S**

(Pronounced Gytting)

**1230 Market Street and 19 South 11th Street**

**CRANE'S  
ICE CREAM  
SPEAKS FOR ITSELF**

**PHILADELPHIA**

# HOTEL SECOR

ROTARIAN  
TOLEDO, OHIO

## FIRE PROOF

300 Rooms  
200 Baths

56 Large Sample  
Rooms

Cuisine  
Unsurpassed

Rates \$1.50 a  
day and up



HOTEL SECOR TOLEDO

Also  
HOTEL  
WALLICK  
New York

400 Rooms  
300 Baths

HOTEL  
DESHLER  
Columbus, O.  
To be operated  
by same  
Management

**WALLICK BROS., Props.**

## MADE IN BOND

Under U. S. Government Supervision

# Rotary Cigars

The STANDARD of EXCELLENCE

"Made by Men who Know How"

A Prominent Official of  
INTERNATIONAL ROTARY says:

"They certainly are in keeping with  
the good name you have given them."



**Quiros, Villazon y Ca.**

TAMPA,

::

::

::

FLORIDA

*(WHAT THE CLUBS ARE DOING)**(Continued from page 136)*

printer who was to give the club a speech surprised the members by giving each of them a beautifully printed book on the "Cost of Printing."

An added attraction to noon meetings is music. This is had the first half hour of the noon meeting, and is rendered by Dayton Payne, a pianist and composer.

The Grievance Committee last month was very active. The club has two Rotarians by the name of Sparks. One objected to being taken and called upon as the other. This was turned over to the Grievance Committee who "nicknamed" Ed Sparks, the tailor, "Voluminous" Sparks, and W. L. Sparks, the flour miller, "Electric" Sparks. The report was received with much enthusiasm by the crowd present.

**TOPEKA To Fight for Municipal Farms.**

The Topeka Rotary Club is devoting all of its time to its own pet project, the building of municipal farms in Kansas and particularly in Topeka, to take the place of the city and county jails. A committee of Topeka Rotarians visited the farm at Kansas City and returned with a fine report. At the first meeting of the club in December Karl Schreiber, parole officer of the Kansas City farm, told Topekans how the farm was managed and the work done. The Kansas City farm is the only institution of its kind that administers treatment for liquor and drug habitues. The Topeka Rotary Club will be joined by the Wichita Rotary Club and by prison reform and humanitarian workers generally in Kansas, in a fight before the legislature to get an enabling act that will permit the cities and counties to build the farms.

The Topeka Rotarians gave up the idea of a Christmas Tree for their members and their wives, sisters and sweethearts this year. A dinner was given December 28. Each Rotarian in Topeka contributed one barrel of flour to the Belgian relief work and the club decided that in the face of this great need in Europe to dispense with the Christmas tree this year. The members of the Topeka and Wichita clubs were the guests of the Kansas City Rotary Club November 30th. A fine motor trip was given the visitors over the Kansas City park system and then a fine banquet in the evening. The Kansas City Rotarians are royal entertainers. The Golden Wheel from California paid Topeka a visit November 24th and 25th.

**WASHINGTON Has Interesting Talk Fests.**

Quieting down after their riotous enjoyment at the combined Hallowe'en Party-Quarterly Dinner the end of October, the members of the Rotary Club of Washington, D. C., devoted the month of November to solid, dignified, substantial progress.

Rotarian H. T. Offertinger gave an eloquent account of a recent trip to the Pacific coast, including a thoroughly enjoyed visit to the Rotary Club of Los Angeles, California.

**WATERTOWN (N. Y.) Rotarians Interested in School Conditions.**

Members of the Watertown Rotary Club visited the Watertown high school in response to the invitation of Principal Gary M. Jones, and listened to the singing of the song "Tipperary" by the stu-

*(Continued on page 141)*

*Allie Williams*  
**CANDIES**  
Made with a  
Mother's Care

**60c pound, beautifully  
boxed, postpaid**

Assorted Chocolate Creams made with pure sugar, fresh eggs and best chocolate coating.

Also in 1-2-3-4 and 5 lb. boxes.

**Superior Sweets at the price of the  
ordinary**

Made in one grade only. We make no other product, specialize on this 60c quality and know it to be unsurpassed.

Try a pound of Allie Williams Candies, and you will be a regular customer.

**Dealers Wanted in Every Rotary City**

We have a fine proposition for Rotary Confectioners, Druggists, or Cigar Dealers. Fresh goods and prompt shipments guaranteed. None other than initial orders filled direct where we have dealers.

Our first ad in November Rotarian resulted in a dealer order from the south for 114 pounds, besides other good orders. Someone in every Rotary city can build up a fine trade on Allie Williams Candies. If you know the right man, put him next.

**Williams Candy Co.**  
Toledo, Ohio



## Rotary Club Seals

LET

## FELLOW ROTARIANS

Here, There and Everywhere

## KNOW YOU ARE ROTARIAN

Printed in one or more colors on our extra doubled gummed, plated paper. Send for samples and special club prices.

## FENTON LABEL COMPANY, Inc.

MANUFACTURERS OF  
GUMMED LABELS, PARCEL POST, ADVERTISING  
STICKERS

9th & Thompson Sts., Philadelphia, Pa.

E. MINER FENTON, President

(Member Philadelphia Rotary Club)



## "Cold" Facts

BY THE

### "Rainy Day" Shopper

'Did some shopping yesterday—got wet feet—took cold—felt bad all evening. This morning John got me some



Yesterday

To-day

## LUDEN'S Menthol Candy Cough Drops

"Give Quick Relief"

and now I'm quite myself again."

Luden's give quick relief from coughs, colds—and throat irritations. Their benefit to the voice makes Luden's popular among people of all professions.

"Luden's Have A Hundred Uses"



Sold everywhere—  
stores, shops, stands—  
in the yellow box at **5¢**

WM. H. LUDEN, Mfg. Confectioner, Reading, Pa.



**(WHAT THE CLUBS ARE DOING)**  
(Continued from page 139)

dent body. The members called at the school in order to familiarize themselves with the conditions there.

President Butterworth introduced Dr. Charles Stelzle, who spoke on the subject of studying "The Lay of the Land." He referred to the policy of the telephone company in Chicago, which was spending hundreds of thousands of dollars in the investigations of housing conditions with a view of learning the best possible course for the extension of the service to be given in the year 1930.

Gary M. Jones remarked about the comparatively small amount of money which the city of Watertown spent for the public school system, which he said was pro rata, the lowest in the state. He emphasized the overcrowded condition of the high school and appealed to the members of the club in behalf of their children and grandchildren, and the other children of the city of Watertown, to make themselves acquainted with the conditions in the school.

**WICHITA Has Banner Attendance.**

The Wichita Rotary club at its last meeting enjoyed the banner attendance of the year with 102 of its 136 members present. The Wichita Club had as its guests thirteen business men of Hutchinson who expect to organize a Rotary Club. They came to see Rotary in action and learn how to organize.

V. M. Wiley of the Rorabaugh-Wiley Dry Goods Company of Hutchinson, was chief spokesman for the visiting party. His address was followed by talks by Dr. Lloyd A. Clary, Will S. Thompson and others of the visitors. Harry W. Stanley of this city made an address on "What Rotary Means." President Will G. Price of the Wichita Club, Secretary George I. Barnes, U. O. Bryan, G. M. Booth, C. A. Noll and others answered questions concerning the purposes and methods used in conducting Rotary organizations.

**WORCESTER Changes Constitution. Has Christmas Tree for Poor Kids.**

Worcester Rotary is very well, thank you, since the toning up of its whole constitution, made necessary by the symptoms of disordered by-laws, so ably diagnosed and prescribed for by its competent committee of which ex-President Ralph H. Whitney was chairman.

On Christmas Eve a Rotary Club Christmas Tree was laden with cheering presents for the needy children of the city.

**CLUBS OF CANADA**

**ST. JOHN Receives Halifax Rotary Club.**

The St. John Rotary Club is now beginning the second stage of its upward career—this epoch having been inaugurated by a fraternal visit from the Halifax Rotary Club headed by International Director C. N. Butcher. Both clubs met in conference to discuss matters of mutual interest and much good is sure to result therefrom.

Thirty prominent citizens present as guests and their prejudices as to the purpose and aim of Rotary was entirely dissipated before the meeting ended. Rotarians Butcher, Parker, Hart, Rallston and Rev. Cohoe gave very interesting

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by furnishing you with up-to-date information about the Panama-Pacific International Exposition at San Francisco, the Panama-California Exposition at San Diego in 1915, and the most interesting routes thereto and a large number of tourist points that may be visited enroute.

### Union Pacific

#### Direct Route to Panama-Pacific Exposition

is the shortest line to San Francisco. It offers a diversity of routes by means of which you may go over one line and return over another without additional expense, enabling you to see the entire West in one trip, as well as both Expositions.

Its equipment is up-to-date in every respect, its roadbed is double tracked, ballasted with dustless Sherman gravel, and protected by Automatic Electric Block Safety Signals—all essential to comfortable and safe railway travel.

For beautifully illustrated publication, "California and the Expositions—Yellowstone National Park," and further information relative to rates, routes, etc., apply to

**GERRIT FORT, P. T. M.**  
**Omaha, Nebraska**

*Please mention Rotarian when answering*

## DELICIOUS PECONUT CRISP

THE REAL FOOD CANDY

(Crisp, fresh-roasted pean-  
uts with cocoanut added.)

GEE IT'S GOOD!

5<sup>c</sup>



Fra Elbertus says:

"It is as luscious as anything ever served at the layouts of Luculus."

"Please pass the Peconut."

Ask your dealer or send 5c for package and dealer's name.

*United Profit-Sharing Coupon  
in each package.*

**WESTMORELAND CANDY CO.**

RICHMOND, VIRGINIA

(Member of Rotary Club)



## Fellow Rotarians

My very best wish for a Happy New Year and a Prosperous 1915. I want to thank every Rotarian who sent orders to me for my famous Salto Nuts, Nutted Fruits and Chocolates during the past year. The hundreds of letters congratulating me on the quality of goods and style of package are gratifying.

Yours merrily,

**R. L. HATCH**

Maker of HATCH Confections

Broadway, New York

HATCH HE PAYS PARCEL POST

### (WHAT THE CLUBS ARE DOING)

reasons for believing in the Rotary philosophy. The gathering was unique and the newspapers without exception in describing the function voiced the new spirit in business, the breaking down of sectional prejudice and the evolution of a wider outlook.

Three guests, His Worship the Mayor, Senator Thorne and the U. S. Consul Culver, found in Rotary, as exemplified by the club meeting, a point of contact and St. John Rotary hopes to welcome them as active members. The days immediately following twelve applications for membership were submitted.

#### VANCOUVER Hears Eloquent Address on Rotary by Vice-President Higgins.

In November, Vancouver Rotary came into its natural heritage, devoting the programme at three of the four meetings to matters of public interest and of importance to the public welfare.

During Apple Week, the period when every one boosts for British Columbia apples, a special apple luncheon was held at which the chief speaker was R. H. Robertson, general manager for the Okanagan United Growers and the leading authority for Western Canada on the co-operative marketing of fruit. International Vice-President Frank Higgins was also a visitor at this meeting and following Mr. Robertson made an eloquent but specific appeal for a more generous doctrine of Rotary, and every sentiment expressed by Mr. Higgins was an invitation for greater efforts on behalf of Better Service. He named a special committee of five members to work as an advisory committee with the Directors in assisting them along the lines he had outlined but especially in crystallizing the local expressions of Rotary.

At the meeting of December 1st Rev. Dr. O. S. O'Boyle, President of the local Social Service Council addressed the club on the question of Land Settlement. Father O'Boyle proved himself the master of his subject and his address was highly appreciated by all.

The club headquarters have been moved to the new \$4,000,000 Rotary hotel, the Hotel Vancouver. The Canadian Pacific railroad owns the hotel, but the manager, W. A. Turquand is a real Rotarian in every sense of the word. All Rotarians visiting Vancouver are asked to make themselves known at the hotel.

Vancouver has a thousand points of interest and in 1915 the Vancouver Rotary Club wants to show them to you.

#### VICTORIA Begins Second Year in Good Shape.

The Victoria Rotary Club has completed the first year of its existence. The inaugural banquet was held on November 15th, 1913, and its financial year ended with November, 1914. During the twelve months this club has grown slowly but on the right lines from 34 charter members to its present total of 90. Fifteen members have been dropped or have resigned under pressure for non-attendance and ten others have fallen out for various reasons. Every one of the members is a live wire and in good standing as regards attendance and dues and from 60 to 70 of them attend each lunch.

Victoria Rotary has passed the stage when it was regarded as a suspicious novelty to its present recognized position as the liveliest organization of boosters ever known in Victoria, of which some

## (WHAT THE CLUBS ARE DOING)

of the foremost citizens are glad to be members. In the year to come Victoria Rotarians expect to double the membership without lowering the standard of individual voltage.

**WINNIPEG Elects New Officers.**

On November 25th the Annual Meeting of this club brought together a large and representative gathering. On completion of dinner, President J. F. C. Menlove, brought his gavel down to intimate that the members turn from refreshment to labor, prefacing his remarks with the pleasure it gave him to see so many members present, auguring well for the ensuing session. The new President, A. B. Calder, Steamship Ticket Agent, and for over twenty years the representative of the C. P. R., in the Western States and Mexico, is perhaps one of the best known Railway men in the Pacific Slope. A ready speaker and a Prince of story tellers, his tenure of office should be a prosperous one. With R. L. Scott, Manager of the Pittsburgh Coal Company, as vice-President, another promising public man; and a firstclass directorate, the Club gives promise of a session bristling with life. Hubert T. Reade, Chartered Accountant, was made Secretary and A. H. Young, Manager of Molsons Bank, Treasurer.

C. J. Campbell, Recording Secretary, was made an Honorary Life Member in recognition of his untiring efforts while acting as Secretary of the Club for the past four years. It was agreed unanimously to remember the five members of the Club who are acting as officers with the Canadian contingent at Salisbury Plains, and that suitable gifts accompanied with the greetings of the Club be sent to them. Mr. Calder in a few well chosen words presented the retiring President, Mr. Menlove, with a gold chain. Mr. Menlove having responded, the meeting closed—a meeting meaning much for Rotary in Winnipeg.

**CLUBS OF THE BRITISH ISLES****DUBLIN Visits Belfast.**

T. A. Grehan, Associate Editor of Dublin, Ireland, says, "The War has not changed our Club Meetings so far as their regularity is concerned, though it has somewhat affected the number of members attending. Some of the members, also I regret to say, have been hit in their business as a direct outcome of the War, while, I am glad to say, others have not been affected one way or the other, while a few have profited.

"The recent visit of the Dublin Rotary Club to Belfast was acknowledged on all hands to be a conspicuous success. The best of good feeling and comradeship was evident throughout the visit, and our Belfast brothers seem to have gone out of their way to make us happy and enjoy our visit to the Northern Capital.

"Rotary can certainly claim to have done what has never hitherto been considered possible, namely, to bring Dublin and Belfast into closer unity on the business and social side.

"Of course nobody can tell at the moment when the war will end, and it is, therefore, inadvisable to offer any opinion at the present moment as to the future of Dublin Rotary, but we all here feel that during the past twelve months there has been a great increase in the spirit of Rotarianism, and we do not see why this should not continue."

**LISTEN Brother****KONDON'S***Original and Genuine***CATARRHAL JELLY**

is great for cold in head, hay fever, sore throat, hacking cough, sneezing, dry nose, catarrh, bronchitis, grip, deafness, earache, and inflammation of the skin and tissues.

**LISTEN again**

Give us your name and address and the number of fellows in your office. We will send you a 25 cent tube of KONDON'S, and a free sample for the other fellows. Come on, now, Boost. We need your co-operation. Bro. Jennings says it pays to advertise in the Rotarian. We want you to prove it. KONDON'S has been doing good for 25 years. 35,000 druggists sell KONDON'S, and the public buys 1,000,000 tubes per year.

**KONDON MFG. CO., Minneapolis, Minn.****Famous Acousticon**

You must not confuse the Acousticon with any other instrument. The Acousticon is the instrument which you regulate instantly to clearly

**Hear Every Sound**

near or distant—loud or low, indoors or outdoors, under every conceivable condition. The Acousticon receives the sound by our exclusive indirect principle, and transmits it to your hearing in its original tone. Not a word blurred—not a single sound is harsh. The Acousticon covers

**48 Degrees of Deafness**

Unless "stone deaf" the Acousticon enables you to hear every sound—perfectly. Not a theory—not new or untried—but a world-known success for many years.

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